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more about SMART on page 70



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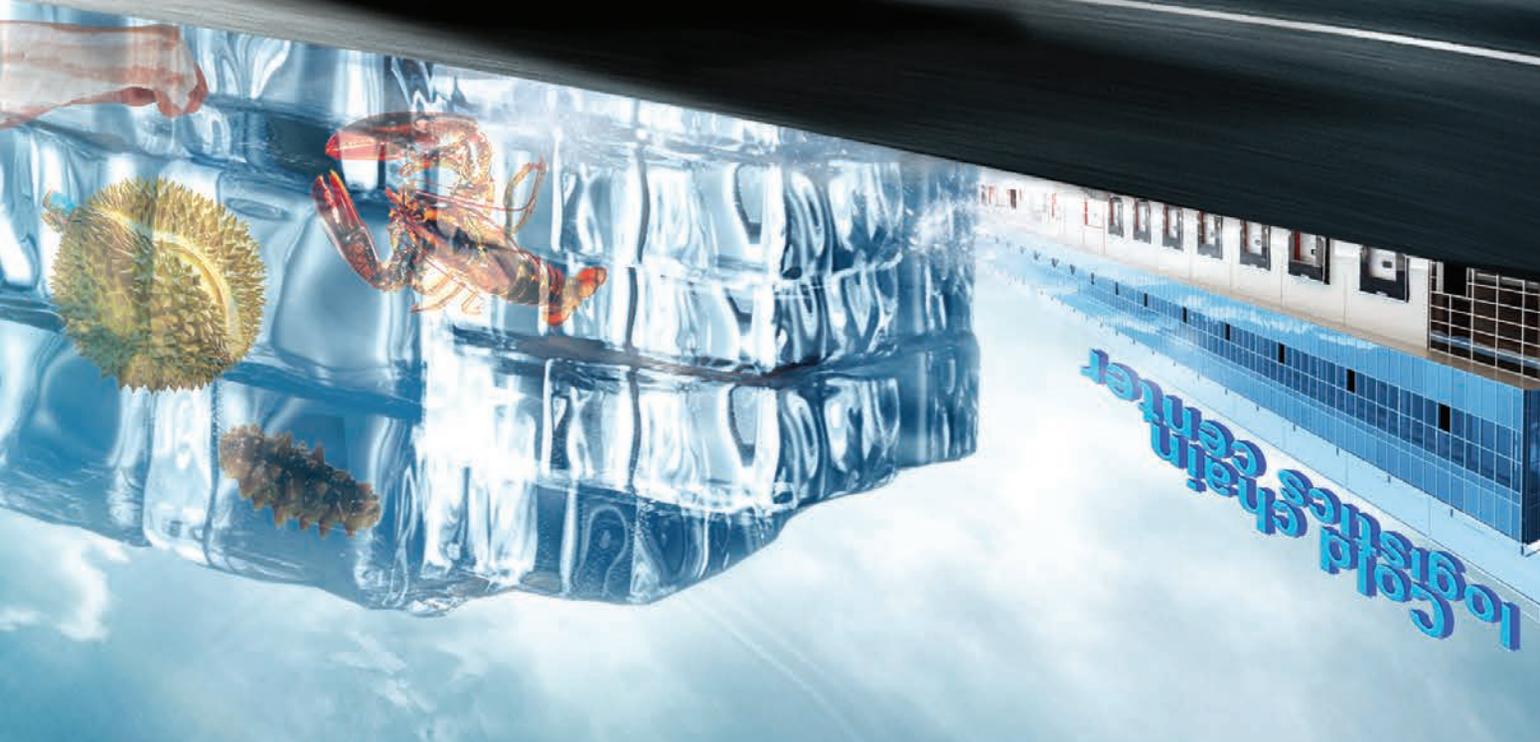
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PECTATIONS



# Open for Booking: Malaysia Commercial Vehicle Exhibition will be held 8th to 10th May 2024





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> Truck driver Udo Stoffens and his MAN TGX stooped in history

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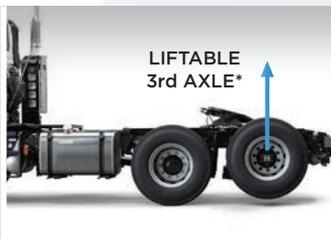
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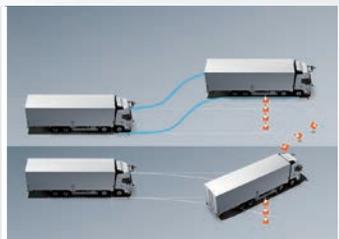


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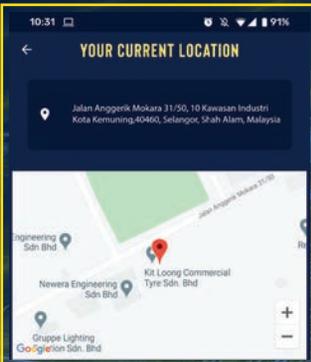
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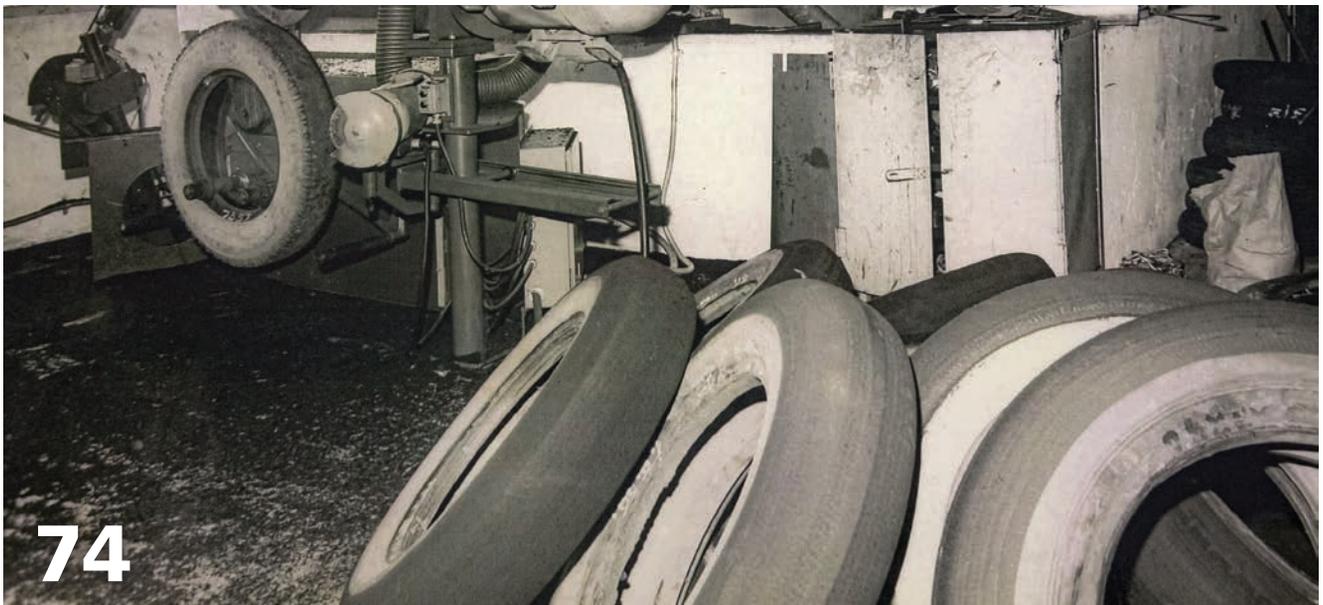
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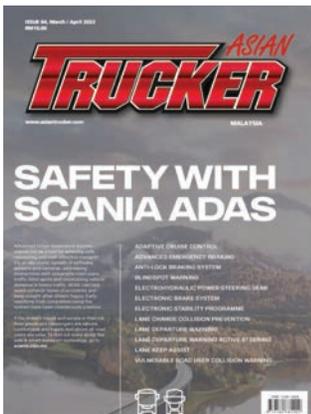
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## Bringing it Home

**W**hile others have been travelling abroad already, I have held back and only now, 30 months after we locked down, have I flown out of Malaysia. There has been a lot going on at home, I have explored the local industry in more depth and nurtured relationships with people that I may have known since we started the magazine but lacked the opportunity to catch up with regularly. However, going abroad is important for me as it is my ambition to bring home the most relevant and up-to-date content. There is oftentimes no better place than the source to find out exactly what is happening.

My visit to the IAA in Germany was one such exciting and insightful events. I could finally experience a big electric truck. Having written about these vehicles for some time now, I have only had the pleasure of driving a van. While that is the same same, it is of course different. It was also good to meet others from around the world to exchange ideas and thoughts, which will surely find their way into my articles at some point.

The visit to the IAA, the world's largest commercial vehicle exhibition proved again to be a treasure trove of insights and material. Naturally, it is where the world congregates to show their latest advancements. Touring with MAN for a good week, I have finally seen their engine manufacture and headquarters. My colleagues have been, but I had to sit through a pandemic first before being rewarded with a tour of the home of some of the Iconic Trucks we feature. Such look into the future is always exciting as one gets to see what will eventually be localised in ones home market. Here, there are also two schools of thought whereby one camp argues that one should not feature innovations until they are locally available and the other saying that nowadays it is easily possible to see what is being offered online. Personally, I am with the second opinion and would therefore happily report about a product launch even though it will take years for the local adaptation to reach our shores.

Insourcing is also a very interesting topic, and you will find an article on machinery that you could "bring home" to your own operation to enhance the performance of your tyres. Thanks to the continuous advancements of these tools, it is now possible to integrate them in a fleet yard to handle the management of tyres inhouse. The talking point here is the calculation about cost as one may forget to consider downtime, i.e. the drive to a workshop to have a truck fixed. Over the years, I have spoken to many vendors that are trying to bring the message home that cost is not just the hardware or the staff's salary, but also the time wasted going around the place to get things done.

Asian Trucker is a business title. Sometimes I wonder where our copies end up. Do our readers take the magazine home to read it there? Would those featured in here show the magazine to their friends and family? I hope that they do as that would be the ultimate acknowledgement that my work has value to them. Our mailing list hardly contains residential addresses; almost all are business premises that we send it to. I like to understand your reading habit and how you handle our publication once it arrived at your place. Some, I know, print articles about them and have them framed. What else do you do with Asian Trucker's content?

The past weeks have also seen a lot of discussions about road safety. Bringing everyone safely home should be a key concern of all players involved in road transportation. Any activity that aims to enhance road safety should be lauded while we have to acknowledge that there is more that needs to be done in order to ensure that we all make it home after work. I now find myself more often than not booking a hotel to stay a night where I could theoretically just go on a day trip. I feel good about that as I also put some money into the pockets of the staff working in the hospitality industry.

Drive home safely,

Stefan Pertz  
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The Scania Contracted and Financial Services assures Jospun Jaya a comprehensive logistical solution for a total peace-of-mind. Profitability could be realised immediately with fixed and predictable monthly cost. Jospun Jaya will also take advantage of the Fleet Management System Control 10 which delivers a lot more of both information and insights in support of the vehicle and driver performance. From core necessities like real time positioning of the NTG ADR, via vehicle performance, environmental reports, service planning and defect reporting all the way to driver evaluation which will help it to quickly identify potential vehicle usage improvements.

To begin with, the vehicle introduction training that was given by a Scania trainer upon delivery got the dedicated drivers up to speed and ensured they get familiar with the controls ensuring maximum uptime from the very start of its operations.

“Safety has always and will always be at the top of our concern for our customers. Getting this latest contract to transport dangerous materials required a truck that will ensure our operations are safe resulting in the safe delivery of the load for our customer. Though our dedicated drivers are mandatorily trained by our customer, we are glad that Scania is also giving specialised familiarisation training in getting the best out of the ADR NTG for our drivers,” stressed Madang Jok.

Established in Miri in 1991, Jospun Jaya was founded by Jok Ding and daughter Roselyn Jok who is presently the Managing Director. The main nature of business is the transportation of fuel-based products such as diesel and operating from Miri (HQ), with branches in Bintulu and Sibul.

“Being the first to invest in a Scania ADR NTG in Sarawak spells a leadership move. Our Scania ADR trucks are presently being widely used in Malaysia and Jospun Jaya’s Scania ADR truck will now set the safety standard requirements for the transportation of hazardous goods in Sarawak. We believe, this boost Jospun Jaya’s journey in achieving long-term success in their business,” stated Heba El Tarifi, Managing Director, Scania Southeast Asia. 

## Jospun Jaya First to Operate a Scania ADR New Truck Generation in Sarawak

Scania Malaysia delivered the first Scania ADR New Truck Generation (NTG) P410 A6x2NA in Sarawak to Jospun Jaya Sdn. Bhd. (Jospun Jaya) at the Scania workshop in Bintulu and will also be supported by the workshop in Kuching. This ADR specification NTG comes with Repair & Maintenance (R&M) Contract; Scania Fleet Management System (FMS) Control 10; 24/7 Scania Assistance and supported by Scania Hire Purchase. The key was handed to Madang Jok, Director of Jospun Jaya Sdn. Bhd.

The Scania P410A6X2NA NTG comes with a host of ADR safety features. Equipped with Scania’s technologically advanced Electronic Braking System (EBS) and Anti-Lock Braking System (ABS), this NTG is also complemented with Scania Retarder in assuring safety for the delivery of flammable liquid (FL) cargo. The designated driver with three back-ups were highly trained in ADR certification that is in sync with safety features that the Scania NTG offers. In the event of an emergency, the steering airbag provides added safety to drivers. The speed limiter on the NTG will also ensure compliance with the speed limit and added safety to other road-users on the highways.

The chassis fulfils the requirements for vehicle type FL. The following equipment is included: speed limiter, heat cover over exhaust systems, controls on the instrument panel and tail lamp protection and insulated ADR electrical system. There is also an electric on and off button for the battery master switch on the instrument panel and on the chassis, with built-in safety function so the button cannot be pressed by mistake. Two steps are required to activate this function and will disconnect the current to the whole vehicle, except the alarm system.

A much-improved design from the previous generation makes the NTG more driver-friendly with very comfortable adjustable seat that is close to the door, ergonomic dashboard with easy to-use controls and a larger windscreen with extended viewing allowing for clearer visibility from every angle for the drivers, making it easier for them to operate in a comfortable and safe environment. Designed and engineered to give better fuel efficiency and lower CO2 emissions, it is equipped with advanced powertrain and aerodynamic solutions that gives up to three percent fuel economy. The pre-set Economy Mode default, that comes with the Opticruise saves even more fuel.



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same time, however, components for combustion engines are also being consistently developed further. “We think that in the medium and long term, different drive concepts will be used depending on the application,” says Harald Späth. “That’s why we offer solutions for all propulsion systems.” Overall, however, a rethink has long been taking place, he adds. In general, he says, the truck industry is open to new technologies. Established and new market players alike put their trust in MANN+HUMMEL.”

This applies worldwide. Elements from MANN+HUMMEL can be found in many new engines and vehicles. At the beginning of September, for instance, the Austrian postal service launched a pilot project with two Mercedes-Benz eSprinters equipped with fine dust filters from MANN+HUMMEL – “a contribution to better air quality and thus quality of life in cities,” according to Späth. And when the new “China 6” emissions standard was introduced in China in 2021, “we received a whole slew of new orders. With our products, we are supporting the change there as well.”

# Key Technologies for the Transformation

*Focus on tomorrow’s climate neutrality: at the IAA TRANSPORTATION 2022, MANN+HUMMEL showcases solutions for cleaner mobility.*

The focus of this year’s IAA was on climate-friendly, innovative concepts and the technological transformation of the entire transport sector. Among those showcasing their latest innovations was the Ludwigsburg-based filtration specialist MANN+HUMMEL.

## High-ranking Industry Platform

“We are a long-time exhibitor and are pleased to be back after the COVID19 break,” said Harald Späth, President and General Manager Original Equipment of the MANN+HUMMEL Group. “The IAA TRANSPORTATION is a central, global industry platform where customers and partners exchange information on current topics. Numerous international suppliers are represented there, the who-is-who of the entire industry. Therefore, I expect many interesting discussions beyond individual projects, such as on new mobility concepts for urban areas. Transportation and logistics are an important strategic growth area for us. Against the backdrop of the current transformation processes, this year’s trade show will be even more exciting for us and certainly for many other exhibitors as well.”

## New Forms of Propulsion, Cleaner Air and Intelligent Systems

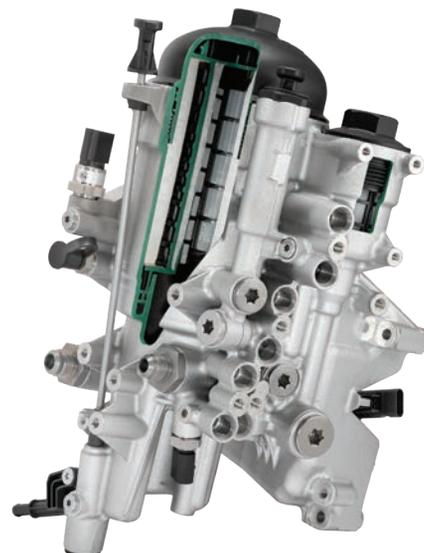
In addition to the much-discussed propulsion transition, sustainability and digitization strategies are among the most pressing tasks of the near future, explains Späth. As a leading, globally represented company in the field of filtration, MANN+HUMMEL is responding to these transformation drivers with several interlocking strands of action: “The focus of our exhibition appearance will be on new forms of propulsion, the improvement of air quality and smart services. Solutions such as the brake dust particle filter ensure cleaner air, while others extend the durability of individual vehicle components. In addition, we are continuously optimizing our products, taking into account their entire life cycle (life cycle assessment). On this basis, we are working, for example, to increase the use of alternative and recycled materials for a more sustainable use of resources overall.”

## “Truck Industry is Open to New Technologies”

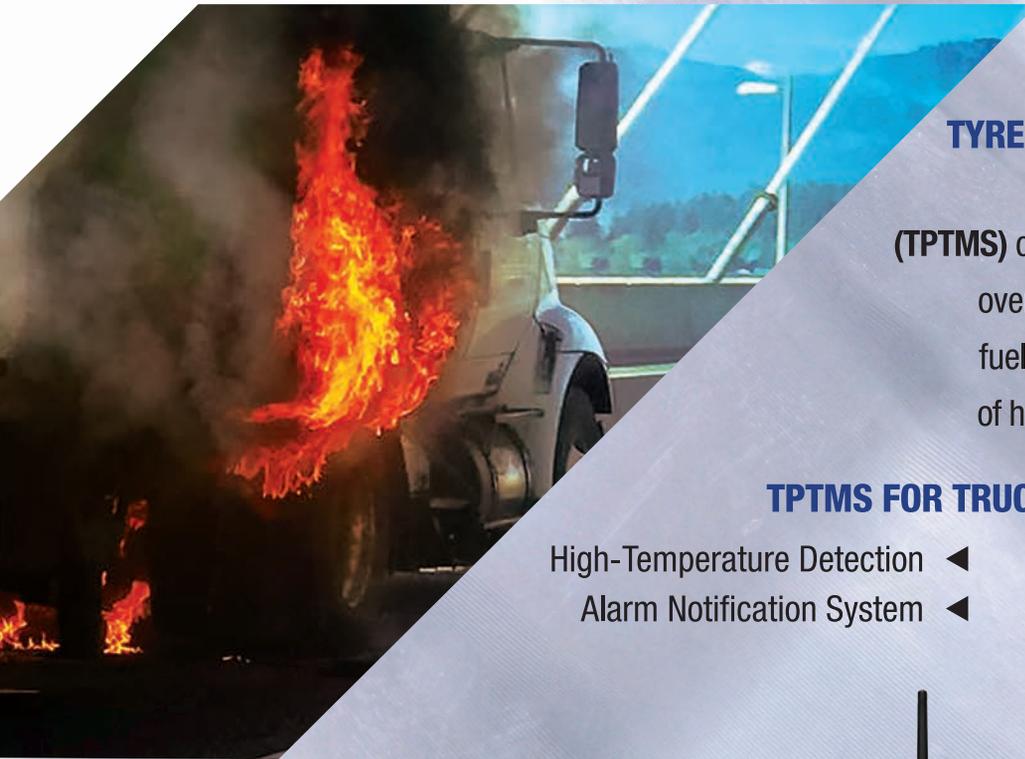
With innovative products for fuel cells and electric motors, MANN+HUMMEL supports its customers in the changeover to new propulsion systems. At the

## “Save energy, reduce emissions and cut costs”

In the eco-friendly transformation of transportation, sensors and digital control units are becoming increasingly important. “Modern filtration solutions enable predictive maintenance adapted to actual use, which can save energy, reduce emissions and ultimately cut costs,” says Späth. “In questions of sustainability, filtration thus represents a key technology.”



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# Innovations in Advanced Driver Assistance Systems

*Safety Tech Presents its New Truck Camera Monitoring Systems for a Safer Driving Experience.*



**S**afety Tech, a Gauzy company, is already well-known for its Camera Monitoring System (CMS) Smart-Vision, chosen by over 40 operators and by many bus, coach, and more recently, truck OEMs. On the strength of its expertise in advanced CMS and driver assistance systems, and with the collaboration of key partners, Safety Tech is currently engaged in the development of new solutions meeting the specific needs of the truck market.

At IAA Transportation, Safety Tech will showcase its new Camera Monitoring Systems for trucks. Highlights of this new truck ADAS (advanced driver assistance system) product is a new maneuver mode to address trailer visibility concerns. When the driver shifts into reverse, the maneuver mode generates a camera zoom on the back of the vehicle, which allows the driver to monitor with great accuracy the rear axle and end of the trailer, providing optimized visibility, increased safety and time saving when moving backward.

Another new development to be revealed is the 'Driver Monitoring System' that provides an alert to the driver in case of inattention, and an advanced surveillance mode of the vehicle with automatic detection and recording.

These two new additions to the Smart-Vision product operate alongside the trusted features Safety Tech is known for: high-resolution image quality and high value-added features that are only possible with camera-based systems, including guiding maneuver lines, lateral blind spot information system and moving off information system (MOIS).

Safety Tech uses Smart-Vision as a base solution and adapts it to the particular requirements of the truck drivers. It consists of a compact system that replaces rearview mirrors with high-definition cameras and interior displays to offer optimized visibility and enhanced ergonomics. Compared

with standard rearview mirrors, Smart-Vision covers a larger field of vision, the interior displays eliminate glare, and the automatic adjustment of the screens' brightness ensures excellent visibility in all lighting conditions (i.e.: entrance and exit of tunnels, low light, bad weather).

Smart-Vision provides a high-quality image, night and day, and guarantees a stable image in any driving environment (no vibration).

The CMS developed for trucks not only offers greater driving comfort, reduced fatigue and enhanced safety, but also allows a quick return on investment, estimated to be around one year.

Indeed, the system significantly cuts down fuel consumption (by 2 to 3 percent) thanks to the removal of mirrors, which lowers wind resistance for improved aerodynamics.

Smart-Vision improves maneuverability and eliminates the risk of collision between mirrors and tree branches or road signs, which minimizes maintenance costs linked to potential damages, while maximizing the vehicle's availability.

With these new solutions, Safety Tech continues to be on the cutting edge of innovation, working with an industrial excellence approach and a major focus on the customer and end user.

To tackle the truck market and accelerate its global development, Safety Tech is currently building a brand new plant, scheduled to be operational at the beginning of 2023 that will modernize its industrial process and significantly increase production capacity. An expanding team of experts is in recruitment to support the growing demand for ADAS products in trucks, and other long body vehicles. **F**

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## Isuzu's New Giga Rolls Out

*Isuzu delivered their first unit of the new generation Giga prime mover to Xinsteel Sdn Bhd with two more units in the pipeline.*

Isuzu Malaysia Sdn Bhd shared today that Klang-based Xinsteel Sdn Bhd, a steel sheet manufacturing company, has recently purchased and received their first unit of GIGA EXZ460 6x4 prime mover with manual transmission, a newly launched new generation Isuzu GIGA Prime Movers. Moreover, the company also had placed order for another two units from this latest GIGA range which will be delivered within the next two months. All three trucks were purchased by Xinsteel from Isuzu's authorized dealer SV Prestige Sdn Bhd.

Xinsteel Sdn Bhd was founded in 2011 with business in the operation of blast furnaces and steel mills. The company already own a previous model of Isuzu GIGA truck and this new additional unit will be used to transport Xinsteel's metal sheet to customers nationwide as the company's business scales up. A truck handover event was held recently at regional GIGA event at Puchong and was attended by senior management members of Xinsteel, Isuzu Malaysia and SV Prestige. At the event, Chester Kua Swee Leong, Director of Xinsteel Sdn Bhd said, "We look forward to putting our new GIGA truck to productive work as our business in the steel industry has been picking up pace since the economy started operating in full force again in the endemic phase."

"Prior to this we already own a GIGA truck, a GXZ360 model, which we had bought from SV Prestige as well in 2020. The truck has been serving us very well. Being in the steel business, most of the time the cargos that we transport are extremely heavy, requiring us to utilize truly robust and powerful heavy-duty trucks that will not break down easily. We are glad to know that the latest GIGA trucks offer even higher horsepower engine, greater safety features and better cab design, ergonomics and operability. Combine all these with the quality and timeliness of Isuzu's aftermarket support, we have no doubt that the new GIGA trucks are the obvious choice for meeting our requirements effectively and efficiently."

"With regard to our drivers, I believe they will be especially pleased with the comfortable cab interior and a host of new exciting features like the LCD information display to ease their driving tasks," added Chester. Launched

just over a month ago (Asian Trucker reported), the Isuzu GIGA EXZ460 is part of the new generation range of prime mover with a presence when it comes to delivering greater horsepower and performance, stature and efficiency that are meant for heavy and demanding operations. This new range produces power and performance through the Euro 3 standard of 15.6-litre 6WG1 engine with up 460 horsepower.

Also offering greater features for optimum truck operability, the new GIGA trucks are equipped with a 4-inch LCD multi-information display meter on the dashboard which displays a host of important information from gear to cruise control and brake display, fuel economy meter, water temperature gauge and many more that are all categorized into four display sections, namely the driver assistance, transmission, utility and always-on display areas.

Greater cab interior and ergonomics of the new GIGA trucks are also served through the high-performance seat with an integrated seat belt produced by the prominent German company ISRINGHAUSEN, which provides excellent comfort through features like seat warmer and cooling ventilation, and various adjustments such as tilt structure, reclining angle, shoulder, and lumbar support to fit different body shapes and preferences.

Shunsuke Okazoe, Chief Executive Officer of Isuzu Malaysia Sdn Bhd commented, "The new generation Isuzu GIGA truck range is a very significant product line which represents the first full model change since Isuzu launched the first generation in 1994 in Japan. This new range is our response to the challenging demands in today's heavy logistics industry, where businesses are continuously seeking ways to achieve higher efficiency whilst maintaining cost effective measures. We trust the new Isuzu GIGA will bring ample efficiency and productivity for Xinsteel Sdn Bhd's business. Rest assured too that our teams are always committed and ready to help our customers to achieve a positive impact on business bottom line." **T**



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## A7G TIPPER

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Engine Model : WD615.47  
Max Output : 371HP  
Emission : EURO II Diesel  
Transmission : High / Low Gear  
10 Speed 2R  
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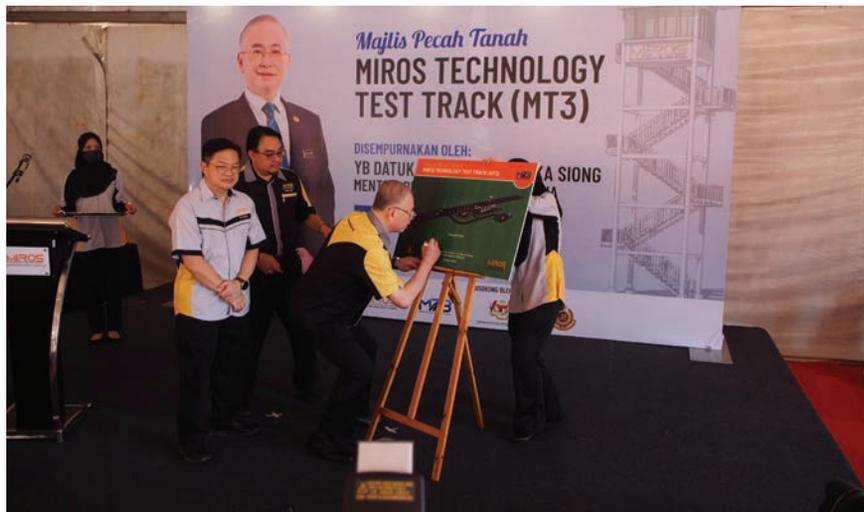


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## Ground Breaking: The MIROS Technology Test Track

The MIROS Technology Test Track ground breaking Ceremony (MIROS MT3) took place on 29 August 2022 and was officiated by YB Minister of Transport, YB Datuk Seri Ir Dr Wee Ka Siong. The construction of this one-kilometre-long test circuit will be a pioneer for various tests for active and passive safety systems on vehicles in the Southeast Asian region in general and Malaysia in particular. It is in line with the government’s efforts under the Malaysian Road Safety Plan 2022-2030. With this test track, focus is on priority areas, such as the use of safer vehicles, including roadworthiness issues, especially those involving existing vehicles, and preparations towards the use of new generation vehicles.

Chairman of the Board of Directors of MIROS, YBrs. Professor Dr Wong Shaw Voon in his speech said, “With the test circuit, planning and evaluation in the field of road safety especially related to vehicle safety aspects can be optimized. Tests that can be done at MIROS MT3 are divided into four groups. These are tests related to Safety Assist passenger vehicles such as Electronic Stability Control (ESC), Blind Spot Detection (BSD), Autonomous Emergency Braking (AEB) and Anti-lock Braking System (ABS), tests for commercial vehicles that includes Brake Performance, Speedometer, Steering Equipment, while testing for motorcycles includes tyre or brake performance, and finally tests for road infrastructure, which can be a component in crashes.”

In the meantime, Wong also congratulated YB Minister Transport for the publication of his article in a book published by the United Nations which is titled *The Road Ahead: 26 Voices for Safe and Sustainable Mobility*. This is the first time in the history of road safety articles from the Malaysian Transport Minister published by the United Nations.

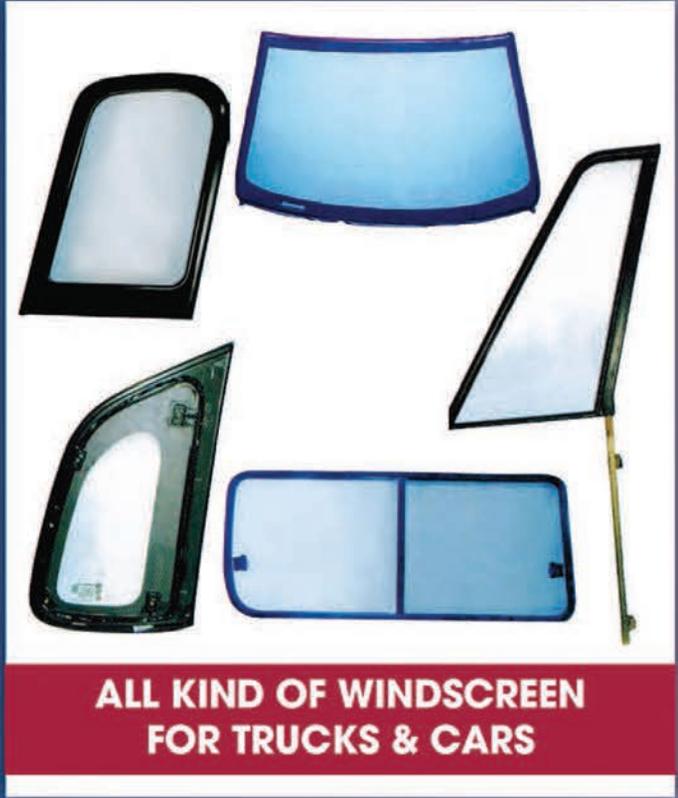
Malaysia’s Minister of Transport, Wee stated that the test circuit construction is in line with the appointment of MIROS as the ASEAN Road Safety Center role to contribute and promote knowledge about road safety among ASEAN member countries. “When I attended the United Nations (UN) meeting on Global Road Safety in New York on 30 June 2022, I have also shared about Malaysia’s achievements in increasing the use of technology to enhance vehicle safety. This MT3 lab has the potential to be a catalyst towards greater achievement as it is also supported by existing programs, such as the ASEAN New Vehicle Evaluation Program (NCAP) and the Malaysian Motorcycle Assessment Program (MyMAP),” he added.

The ceremony also incorporated the handing-over of certificates of appointment to four new MIROS Board of Directors: Director, Department of Investigation and Traffic Enforcement (JSPT) Bukit Aman), YDH CP Datuk Wira Mat Kasim bin Karim; Managing Director, PLUS Expressways Berhad, YBhg Datuk Haji Azman bin Ismail; Chairman, General Insurance Association of Malaysia, YBrs Mr Antony Lee Fook Weng; and Deputy Chief Editor, Sin Chew Daily Malaysia, YBrs Mrs Allen Hwn Yaul Len.

It is hoped that the development of the MIROS MT3 circuit will attract the private sector and related agencies, especially the Road Transport Department (JPJ) to cooperate with MIROS in carrying out testing of vehicles for study purposes, research, and for assessments. For example, for Vehicle Type Approval Process (VTA) following the standard of the United Nations (UN Regulations) at the international level, to ensure that vehicles produced meet the specified specifications to obtain a 5-star vehicle rating, that is safe to use. **T**



# JOST

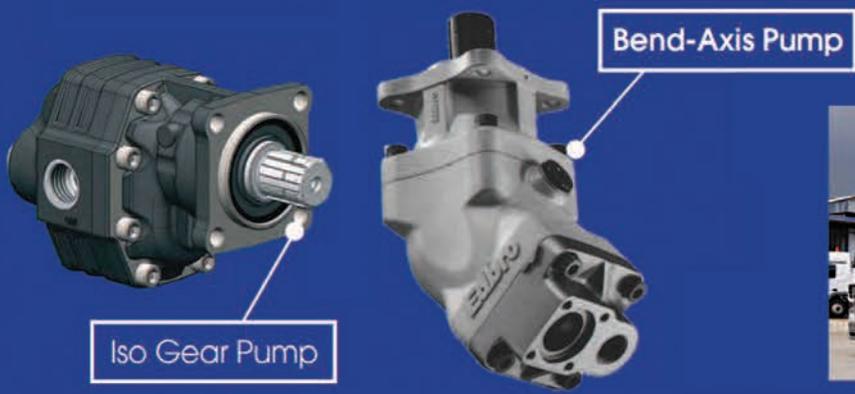


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# UD Trucks Extra Mile Challenge Returns and Crowns A Champion



The national chapter of the UD Trucks Extra Mile Challenge (UEMCO) 2022, an annual truck driving competition organized by UD Trucks and its sole distributor partner Tan Chong Industrial Equipment Sdn Bhd (TCIE), has returned once again and concluded with the crowning of Mohamad Hanif bin Md Nor, a truck driver from ASAC Logistic Sdn Bhd as this year's Malaysian champion. He beat nine other finalists in the final leg of the competition held in TCIE branch in Ipoh, Perak.

The UD Trucks Extra Mile Challenge (UEMCO) is carried out as a friendly skills-based competition which simulates three relevant transport cycles, whereby drivers compete by taking part in both classroom and field tests ranging from vehicle pre-drive inspection, fuel efficient and safe driving, and maneuvering and parking skills.

Steve Hedouin, Managing Director, UD Trucks Malaysia said, "The UEMCO delivers more than just a competition for truck drivers. This competition, which first started in 2016, is devised as a platform to help enhance the

linkage between drivers' skills with business reality, by increasing their competency, knowledge and handling capability of the heavy-duty UD Quester."

"UD Trucks' vision is to build trucks and services that provide greater solutions for smart logistics which the world needs today. Our company combines the proud heritage of Japanese craftsmanship, cutting-edge trucking technology and the "Gemba" spirit which is inherent in the UD work philosophy."

"In Japanese, "Gemba" means creating value at the actual place and the UEMCO symbolizes the extension of this "Gemba" spirit which we would like all UD Quester truck drivers to embrace, by inspiring and encouraging them to do a great job and be skilled drivers, creating value for the entire smart logistics process," added Hedouin.

As the best UEMCO driver from this market, Mohamad Hanif has qualified for the UD Trucks Extra Mile Challenge Global Final to be held in October at the UD Experience Center in Ageo, Japan, where finalists from various

countries will convene to compete for the global championship and coveted title of UD Trucks' Ultimate Driver.

In addition to winning the overall champion title, Mohamad Hanif also bagged the "Best Pre-Drive Inspection" category title. Meanwhile, two other sub-categories in the UDEMCA are "Best Driving Skills" which was won by Mohammad Aripuddin Bin Dahlan from Naza Transport Sdn Bhd and "Best Fuel Efficiency" which was won by Simon Joshua A/L Chandra Sakaran from Syarikat Jasa Selamat Sdn Bhd.

All the winners were each presented with a trophy and UD Quester truck scale model. In addition, the champion's company ASAC Logistic Sdn Bhd received a Quester service voucher worth RM 2 388 and exclusive driver training, while the sub-category winning companies received a Quester service voucher worth RM588.

Sharing his excitement, Mohamad Hanif who has been a truck driver for seven years said, "I'm very happy to have won the UDEMCA and really looking forward to represent Malaysia in the global finals in Japan. It is truly great that UD Trucks provides such an invaluable opportunity to us who drive the UD Quester. This experience has definitely encouraged us all to be better drivers through deeper understanding and commitment to safety and professionalism. I'll perform my best in Japan and hope to bring back the global trophy."

Say Teck Ming, Executive Director of TCIE shared "The UDEMCA means a lot to our customers and their drivers. After three consecutive years of absence due to the pandemic situation, we know that many of them were very excited that this competition is back this year. One of the reasons is that the UDEMCA focuses on building positive mind set

as much as it is on technical driving ability. The competition encourages drivers to think more commercially by highlighting the trade-offs between speed, delivery time, fuel efficiency, safety and smooth driving.

"In a challenging industry facing a lack of skilled drivers, our goal is to help our customers attract good drivers. Platform such as the UDEMCA develops each driver to be an ultimate driver by helping them to acquire the right skills, knowledge and commitment to safety, fuel efficiency, care about the truck, the cargo and the environment.

"The UDEMCA motivates drivers and promote truck driving as a job to be proud of as it is at the heart of smart logistics. It also serves as a symbol for UD Trucks' going the extra mile for our customers' success and our commitment in supporting all aspects of smart logistics," Say concluded. **T**

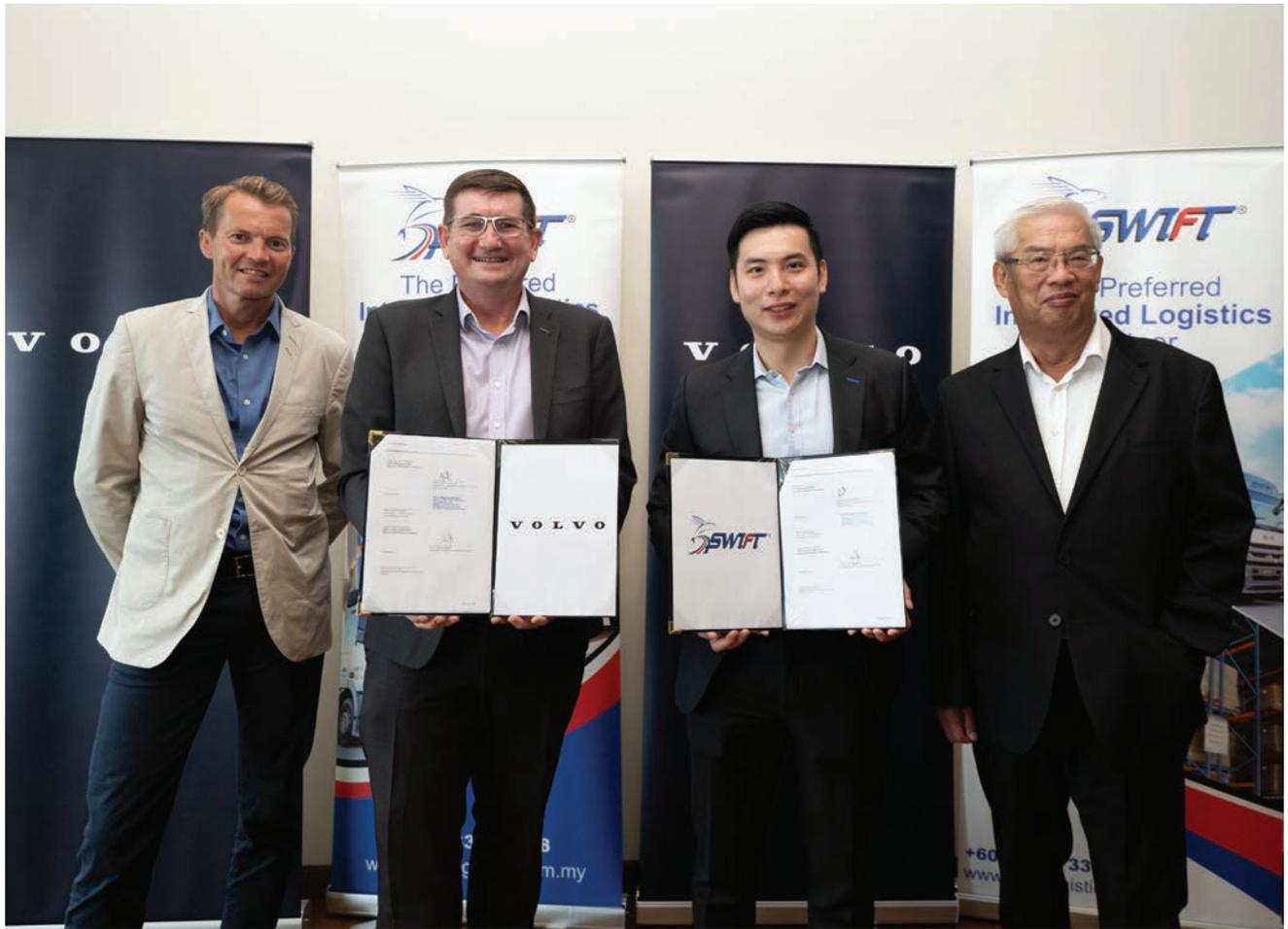


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# Swift Haulage Berhad Signs MoU for Electrification Using Volvo Trucks

***Swift Haulage Berhad first to add electric commercial vehicles to its fleet with Volvo Trucks Malaysia being first to introduce electric heavy duty commercial vehicles In Malaysia.***

Malaysia’s largest haulier and leading integrated logistics service provider, SWIFT HAULAGE BERHAD (Swift), signed a Memorandum of Understanding (“MoU”) with Volvo Trucks Malaysia for the purchasing of electric vehicle trucks, exploring the potential charging network, developing qualified human capital development and technology sharing for electro mobility in Malaysia. The signing ceremony at Swift’s’ Headquarters on 15 August 2022 was attended by the leadership teams from Swift, Volvo Trucks Malaysia and Volvo Trucks International.

The MoU marks the first step in Swift’s electro mobility journey and highlights their commitment to sustainability across all facets of their business operations. The interest in integrating Volvo Electric Trucks into their fleet reflects Swift’s responsible procurement efforts that will accelerate their environmental sustainability objectives. While Volvo also offers EURO V compliant engine technology, the move to EVs is aligned with a global push. It is said that electromobility plays a key role in future transport and Volvo therefore takes the stance that it is always good to have all stakeholders and parties involved

to be engaged from the beginning of the planning all the way through to execution. With complex new technology, this may be the only and best way to ensure a smooth transition and adoption of the new technology into the ecosystem.

Swift believes that the goal of a more environmentally sustainable transport fleet with zero emissions will be made possible through partnership with industry-leading leaders like Volvo Trucks, who share similar values and aspirations whilst possessing the technology and innovation know-how.

“It is part of Swift’s strategy to grow our business whilst adopting sustainable technology that can improve operational efficiency and effectiveness while reducing carbon emissions. We have therefore decided

to take the leap and make the shift to electro mobility. Over the longer term, we hope to convert our whole fleet to electric trucks. We are therefore glad to have Volvo Trucks with us on our journey in making the switch.” said Loo Yong Hui, Group CEO of Swift Haulage Berhad.

Volvo is currently working with a few parties on options for their customers to have their EVs charged based on their operations and needs. One of them will be PLUS while a number of companies are also gearing up to offer charging solutions but are not ready to go to market and to announce their involvement.

“Boasting Malaysia’s largest fleet of more than 1 500 prime movers, we are extremely proud to also be the first to integrate EV trucks into our fleet. We are looking forward to what electro mobility will do to transform our industry in the future. Swift has and always will be at the forefront of technological adoption and this latest move to adopt EV trucks is a testament to that.” he added.

“Volvo Truck’s core values are quality, safety, and environmental care, and these have been our guiding light from the start - and they will continue to guide us into the future. The innovations and new transport solutions such as electro mobility are developed to lead the way into a sustainable future and tackle the global challenges head-on by providing our customers with the optimal transport solutions to achieving their vision and sustainability goals,” said Anthony O’Connell, Managing Director of Volvo Trucks Malaysia.

He further said that the company is working very hard now to get all involved parties to work on bringing in their first EV truck into Malaysia. However, Volvo does not want to promise a timeline now, but is confident to be ready which soon.

“We are very proud and excited to embark on this journey with Swift to provide them with their first electric truck that meets their standards of productivity, increased safety standards and all at the same time, be better

for the environment. We will not stop here and aim to provide holistic and comprehensive offers to our customers as Volvo Trucks continue to advocate partners on a larger scale and the bigger picture, which includes support such as infrastructure owners on supplying and providing sufficient charging facilities to ensure successful adoption of customized electric transport solutions,” added O’Connell.

O’Connell believes that there will be challenges and also wins along the journey; he and his colleagues are positive though that the authorities will be working with Volvo on this journey as the goal is clear for everyone: a sustainable future for Malaysia and the world.

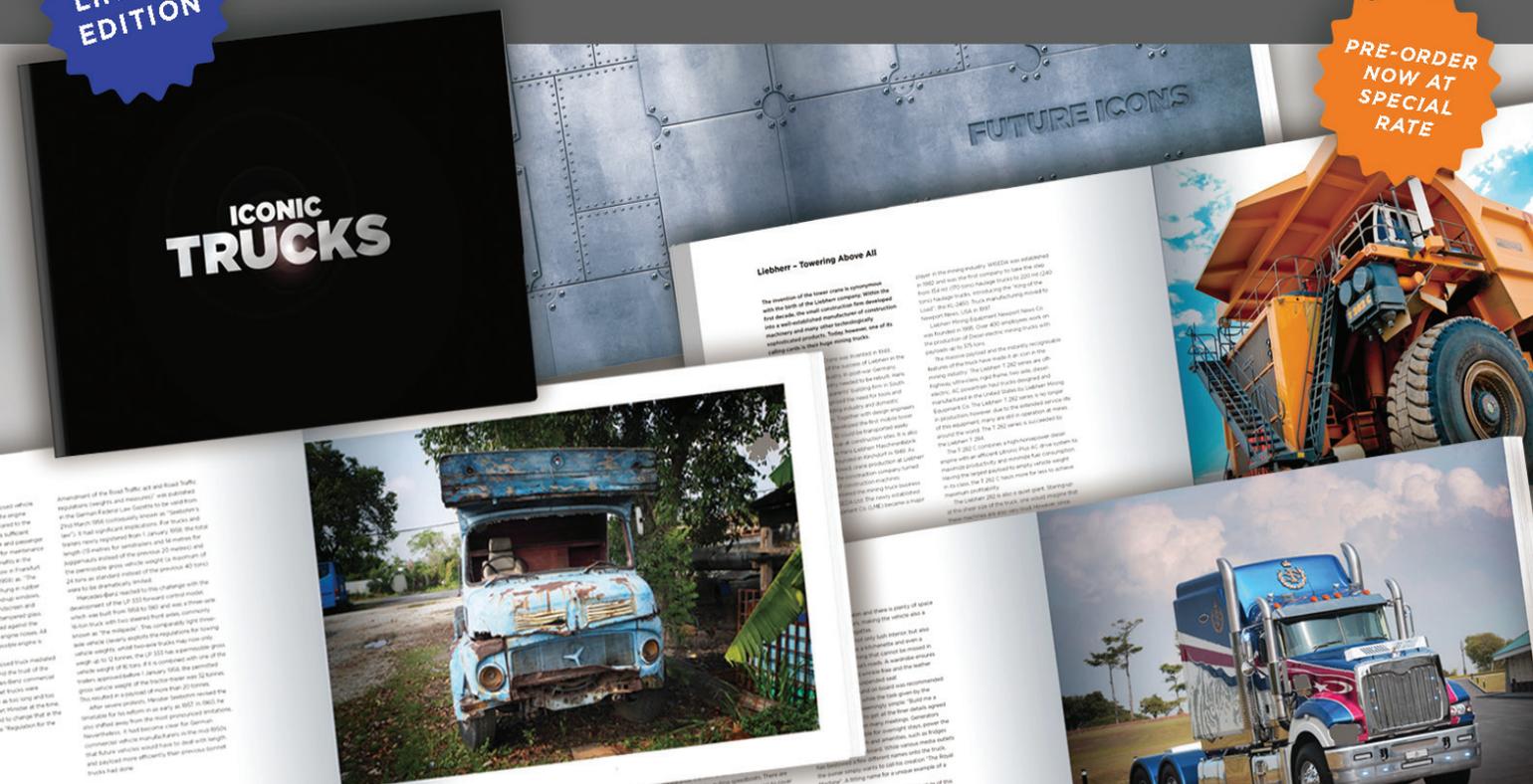
The future of sustainable futures has never been brighter when leaders in their fields are committed to solutions that do not sacrifice world-class efficiencies and safety standards but introduce sustainability into the mix. This is the start of a long and enduring journey with the first of many to come as more leaders pave the way towards a green and sustainable future for all. **✚**

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The invention of the motor crane is synonymous with the birth of the Liebherr company within the steel industry. The steel construction firm developed into a world-renowned manufacturer of construction machinery and many other engineering products. Today, however, one of its specialties is their huge mining trucks.

When Liebherr was established in 1924, the company was a small family-owned business. It was founded by the Liebherr family in the town of Ulm, Germany. The company's early success was due to its innovative designs and high-quality construction. Over the years, Liebherr has expanded its product range to include a wide variety of construction machinery, including excavators, cranes, and trucks. The company's commitment to innovation and quality has made it a leading manufacturer in the industry.

The Liebherr 954 is a massive mining truck, designed for the most demanding conditions. It features a powerful engine, a large capacity, and advanced safety features. The truck is built to last, with a robust frame and heavy-duty components. Its design allows it to operate in extreme temperatures and over rough terrain. The Liebherr 954 is a true icon of the mining industry, representing the company's commitment to excellence and innovation.

Development of the first truck, as well as the first regulations (weight and maximum speed) to be established in the German Reich (now Germany) to be established in 1904. The first truck was a simple, open-top vehicle with a large steering wheel and a single gear. It was designed for basic transport tasks and was a significant milestone in the history of motorized transport.



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# MAN Truck & Bus Unveils Their Future



***Asian Trucker spent a week with and around MAN Truck & Bus in Germany to get insights into their strategic plans forging ahead. We talked about their regional strategy and product offer in exclusive interviews.***

**T**he decarbonisation of freight transport, the digitalisation of logistics and the increasing shortage of truck drivers pose fundamental challenges for transport companies. MAN Truck & Bus provided answers to these questions at the IAA Transportation 2022 and is shaping the underlying transformation: for conventional products with even lower fuel consumption, even more

attractive workplaces and increased comfort for the driver as well as even more innovative digital services; for future CO<sub>2</sub>-free and intelligently connected transportation with the development of autonomous vehicles and the market introduction of the all-electric large-series truck from 2024, which MAN will present to a wide public for the first time in Hanover with an exhibition premiere of the near-series prototype. With a daily range of up to 800 kilometres and megawatt charging capability, the versatility of the new eTruck means that it will not only electrify long-haul transport, but also all common transport sectors currently covered by diesel trucks. Its production together with conventional trucks on a series production line makes the switch from diesel to electric particularly flexible. Together with comprehensive advice on e-mobility and charging infrastructure, MAN is making the change to CO<sub>2</sub>-free drives much easier for transport companies.

**MAN eTruck: prepared for large-scale series production**

"The future can come!" is what the leadership of MAN is saying. MAN Truck & Bus is ready to take a leap forward into the world of e-mobility with its customers. At the IAA Transportation 2022, MAN presented the near-series prototype of the new mass-production truck to a large international audience for the first time – the truck will celebrate its market debut from 2024. With a daily range of up to 800 kilometres and megawatt charging capability, the versatility of the new eTruck means that it will not only electrify long-haul transport, but also all common transport sectors currently covered by diesel trucks. To ensure a needs-based transition from diesel to electric drive power, MAN is currently using prototypes to develop and test flexible mixed production of electric and conventional trucks at the Munich plant, and the in-house large-scale series production of battery packs will start in Nuremberg in 2025. At the same time, the MAN Transport Solutions team is already providing comprehensive advice to transport companies on how to plan the transition to e-mobility individually and in a future-oriented manner. A joint venture in conjunction with TRATON and other industrial partners is helping to kick-start the expansion of the necessary charging infrastructure, with the aim of creating at least 1,700 high-power charging points across Europe.

"For the mobility of tomorrow and sustainable, climate-neutral transport, MAN Truck & Bus firmly believes that battery electric drives are the way forward. To this end, we are making our production more flexible and building our future heavy-duty eTruck on one production line together with conventional vehicles so that we can electrify trucks for our customers or produce them with diesel engines, as required. And we are supporting our customers as closely as possible in the transition to e-mobility, based on our many years of expertise in the field of e-buses and vans as well as our electric eTGM in distribution transport. As early as 2024, the first heavy-duty e-trucks in series production will roll off the assembly line in Munich and into the yards of the first customers," said Alexander Vlaskamp, Chief Executive Officer of MAN.

**MAN eTruck: Long Range and Wide Range of Applications**

It forms the centrepiece of the MAN Truck & Bus trade show presentation at the IAA Transportation 2022: the near-series prototype of the new MAN eTruck,

which will go into service with the first customers from 2024. The pioneering "electric lion" is already prepared for future megawatt charging. Thanks to its high charging capacities and short charging times, this makes the new eTruck suitable for heavy-duty long-haul transport with daily ranges of between 600 and 800 kilometres, or even up to 1 000 kilometres in the future. Together with low operating costs and the best energy balance, battery electric vehicles offer the most suitable technology for future CO2-free commercial vehicle fleets. In terms of the variety of applications and possible body concepts, the future MAN eTruck is in no way inferior to today's diesel truck: it will cover applications ranging from CO2-free long-haul transport of refrigerated food in classic semitrailer combinations and low-noise and emission-free waste disposal in the city with easily manoeuvrable solo 3-axle chassis vehicles through to the fully electric transport of materials to construction sites with chassis and trailer vehicles. The heavy-duty eTruck from MAN successfully completed its first outing in the public spotlight in spring 2022 in the presence of Federal Minister of Transport Dr Volker Wissing.

**eTruck Production: Flexible Mixed Assembly and Battery Manufacture**

MAN has already launched 20 prototypes of the future e-lion in its innovative e-mobility centre at its main plant in Munich. The planned future-oriented mixed series production with conventional trucks is therefore already being tested under real conditions. In anticipation of the ramping-up of e-mobility in the heavy-duty commercial vehicle segment, MAN has made its production more flexible so that diesel or electric trucks can be produced on one production line – despite their different components – depending on customer requirements. The workforce is also prepared and largely already trained for the new electric technology. By the end of 2023, all relevant specialists in truck production will be qualified for series production of e-trucks.

In addition to funding from the Free State of Bavaria, investments are also being made in the MAN plant in Nuremberg. From 2025, it is planned







to produce around 100,000 battery packs here every year in in-house large-scale series production. The capacities of the plants in Munich and Nuremberg have been coordinated for this purpose.

### **MAN Transport Solutions: Comprehensive Advice on Electric Trucks**

While the developers of MAN Truck & Bus are working intensively to make the electric drive in trucks fit for all applications and deployment fields in road haulage, the MAN Transport Solutions team is already continuously taking steps to prepare transport companies for this new era. After all, there is also a need for a transformation on the way to an e-truck on the user side, and this is best accompanied by 360-degree eMobility consulting. In addition to providing advice on the suitable vehicle, this also includes consideration of customer-specific deployment conditions such as operating phases, including cost optimisation, route analysis, fleet optimisation and, based on this, the necessary advice on charging infrastructure. From the IAA onwards, digital tools such as the new MAN eReadyCheck can also support customers in checking how their delivery routes can be driven purely electrically. In addition, the MAN eManager allows fleet managers to keep an eye on the important charging information of all trucks in the fleet at all times.

Over and beyond the product and its application, MAN is also committed to expanding the charging infrastructure: The TRATON Group has founded a joint venture with other industry partners to jointly build at least 1 700 high-power charging points at or near motorways and logistics hubs throughout Europe. The partners are investing a total of 500 million euros for this purpose.

### **Fuel savings: up to Four Percent Less Consumption with More Diesel Power**

While the IAA Transport was abuzz with the latest innovations about electro mobility, it was also acknowledged that the good old Diesel engine is to stay for some time longer. No other brand would be more inclined to say so than MAN, having been the platform that allowed Rudolf Diesel to pioneer this technology. This year, MAN is launching a new version of the D26 engine for the classic diesel drive at the IAA. Depending on the application, the all-rounder for long-haul transport, heavy-duty distribution applications and construction site transport consumes up to 3% less fuel than the already very economical version – and at the same time offers an increase in torque by 50 Nm and a further 10 hp for all power variants. An additional saving for long-haul transport is provided by new aerodynamic measures for the MAN TGX, which further reduce drag in the air flow around the cab, and also include extensions that improve the transition of the air flow to the semitrailer. Together with the engine savings, this enables fuel savings of up to 4 percent in long-haul transport.

### **An International Perspective of MAN's Business**

Operating on a global scale requires brands to apply highly refined strategies. With constant changes in the competitive arena, adaptations and adjustments are par for the course. There is none better than Mr Roman Sitte, Head of Sales Area International, to talk about the challenges that the brand MAN is facing in the markets outside Europe.

The latest iteration of the Diesel-powered trucks has just reached the shores of Malaysia. Launched in Bilbao in 2020, the New MAN Truck Generation debuted in front of an international audience. The local launches of this vehicle series was hampered by the pandemic, but now it is available in Malaysia, as EURO V exclusive. Sitte, who has also been responsible for the launch of the truck has also gathered a lot of feedback. "I have to say, that we are particularly happy as the vehicle seems to have been a home run in many markets with our customers." According to him, two aspects made the truck a winner: optimised TCO and uptime, and the newly developed cab. The cab, dedicated to the drivers has received a lot of positive comments. In view of the push for autonomous driving, the redevelopment of a new cab from the ground up has been a major investment, one that pays dividends now.

Having won a number of fuel challenges, the drive train and the overall handling of the vehicle have been receiving praise from the media as well as from drivers and fleet owners. Innovative tools, such as the Smart Select and the programmable buttons in the door have been highlighted. The decision to not use touch screens has been mentioned positively myriads of times. "What we have done is to really look at the working space of the trucker to decide these things. A touchscreen does not make sense as the driver is bouncing a bit more than a driver in a car and thus, operating a touchscreen does not work in a truck." In the meantime, issues that have been complained about have been rectified and customers in Malaysia would enjoy a truck that has been tested



extensively with all problems solved. "Naturally, when you launch a new truck generation after 20 years, there will be something that is not ideal. Knowing that, we have listened to the feedback and rectified these issues," Sitte said.

One will notice that MAN has exited India and recently announced that the brand will no longer be present with an own subsidiary in Russia. Beyond that, MAN has also exited other markets and Sitte elaborated that such a situation is always a sad occasion. However, it is also a question of ensuring that the market is served with the best products and solutions and that the customers are not left hanging with less than an ambitious approach. "In India for instance, we did not see how we can offer suitable solutions in the long run." Strategically, Sitte pointed out, it is important for the brand to focus and not to spread efforts too thin. One simply cannot be everywhere, at least in the short run. Having set specific focal points, then the effort should be 100 percent with attention from the Headquarters, resources, people and products behind it. A replacement for the Russian market will need to be found to plug that hole, something that might take a while as the exit was unexpected and quick. Sitte is confident that the brand will eventually find opportunities to make up for the loss of this market.

While many countries are gearing up for electro mobility, conventional propulsion methods are still here to stay for a while. Hence, the approach MAN is taking is to offer a range of drive train options, in accordance with the market conditions in the respective countries. Certain segments, such as city buses are easier to adapt to electric propulsion, however, other applications are not suitable for a move away from Diesel. Sitte cited construction equipment and long-haul operations. However, echoing the overall theme of the IAA, he highlighted that MAN is in partnership with various stakeholders to drive hydrogen and other fuel options forward. The fact that the MAN plant in Nuremberg is undergoing an expansion to produce own batteries speaks volumes for the believe in this technology. "For now, the TCO is not better when you use Hydrogen. However, I believe that this will change." Although Hydrogen might be an alternative, the implementation of a suitable infrastructure might prove difficult. Once a country has set the direction for battery electric road transport, it will be near impossible to add a second, equally costly and expensive infrastructure on top of it. As a question of philosophy, MAN has decided to focus on lesser options, but to offer the best possible solution(s) for the options chosen.

The one thing that everyone agrees on, regardless of their country origin, is that the driver is the most important asset in road transport. MAN has recognised this and a conscience effort has been directed towards making truck as comfortable as possible. "What might be even more important than the vehicle is the after sales service, how we can provide assistance to the user in case something goes wrong," he said. Therefore, efforts through the Trucker's World, social media and CSR activities during the pandemic are of paramount importance. It may be that operating the truck is 80 percent of the job, but it is the remaining bit that really binds the user to the brand. Consequently, the terms "Sales" for MAN encompasses everything outside of the production. "If you have a great relationship with your customers, then the numbers will come automatically. When you push just for numbers, then you cannot achieve long term support."

As part of the Traton Group, MAN has access to components that are available to three brands under the Volkswagen umbrella. With ever increasing and astronomically high development costs, this is a viable and expected route to take. However, there could be a danger that a brand might lose its direction and become too similar to the brethren under the same holding. Sitte re-assured that this will not be the case with MAN as the technology under the hood is only a part of the entire brand ecosystem. "We have to remember, the developments that are shared are not customer-facing. For instance, it makes no sense to develop EURO VII technology three times over." Staying true to the brand promise, MAN is poised to remain authentic with its strength and weaknesses; within the group the three brands are, according to him, distinct in the sense that each has varying strengths and weaknesses and that they each have their own clientele.

Speaking passionately about the current TGX, which is Sitte's favourite truck, he reveals that he is a true trucker that takes out trucks on weekends for a spin. A condition he put forward to be joining MAN was the sponsorship of a truck driving licence.

### The MAN on Our Shores: Cluster AustralAsia

With the recent re-structuring of the international business of MAN, Malaysia falls under the purview of the MAN Truck & Bus SE subsidiary in Korea, MAN Truck & Bus Korea Ltd. Heading the operation is Mr Thomas Hemmerich, who provided some exclusive insights into the thinking behind the business and plans for the future of the brand in the region.

The Cluster AustralAsia is part of the Sales Area International, which is everything outside Europe. The other regions are Germany, Switzerland and Austria and region Europe, which are all other countries around the German-speaking three countries, in the shape of a horseshoe. As the international region represents a massive market for MAN, a further breakdown into clusters has been implemented. One such cluster is Russia, another Middle East and Africa and South America, China represents a cluster with the AustralAsia cluster describing South-east Asia. Within each cluster, one country is designated as the lead country. Such lead country would be the country that is most developed in terms of transport infrastructure in MAN's view.

A total of 13 countries are managed by the office in Korea, the market that MAN has identified as the most developed. Both, the Korean and Malaysian office are fully owned MAN offices, whereby the remaining countries are serviced through importers. The cluster is managed through steering committees and KPIs. Hemmerich says that reporting is done via one-page reports that are detailing deviations from the plan in either direction. The cluster approach allows for adaptation of production volume. For instance, should one market exceed expectations while another is underperforming, capacities can be shifted and the overall capacity for the cluster kept intact. Apart from Korea, the biggest markets are Australia, New Zealand and Malaysia. The Indonesia market is seen as one with high potential, however, MAN is currently in the midst of changing the importer and adapting the TG3 to the local market conditions in order to be competitive in the country.



Besides the hardware, the trucks, MAN also offers digital solutions to assist fleet operators and drivers. Known as "RIO", MAN's telematics offers smart functionality, such as the adaptive cruise control. Although introduced some five years ago, the RIO system has not been in the limelight in Malaysia. Through RIO, the health of a vehicle is communicated to the MAN workshops and predictive maintenance can be carried out. This is more and more becoming a topic locally as the notion of TCO, Total Cost of Ownership, is fast becoming a method to gauge the success of a fleet. MAN has long since decided that every truck leaving the production is to be equipped with the RIO box. However, currently, there are some serious delivery issues as a result of the supply chain disruption. This issue has been plaguing the industry for some time now. "There is no point activating this if not every single truck is equipped with the system and at the moment we are holding on. As soon as we have overcome the supply chain issues we will go ahead though and press the button on this," Hemmerich said.



Within the cluster, best practices are being implemented. Under the banner of #Simply No 1, MAN is identifying key elements of success in each country in order to transfer them to the others in the cluster. Many of these best practices have been identified in Korea, which is, as stated, the most developed market and thus the leading one among the 13 countries. However, this does not mean that only in Korea such best practices will be identified. Malaysia plays a very important role in the development of specific applications in the oil and gas industry. The benefit of bundling a number of countries is that the cluster can consolidate findings and present them to the headquarters for further action. Malaysia is also a strong market as MAN operates a CKD plant. In a recent move, the Hub for MAN in the Southeast Asian region has been moved from Thailand to Malaysia with staff being transferred.

Feedback from the market has been that MAN should be offering smaller trucks in order to serve the needs for last mile deliveries. However, here MAN has been a victim of its own success. Known as the TGE, a van jointly developed and marketed by Volkswagen and MAN has been a huge hit with the European customers. A custom-build factory Volkswagen set up and operates produced this vehicle. "Obviously, Singapore, Malaysia and Korea are perfect markets for this vehicle." However, as the vehicle has seen an overwhelming response, all capacity was allocated to the European market, leaving no slots for the international clusters. Not being able to satisfy the demand for 30 000 units in Europe over a planned capacity of 20 000 units of the Diesel engine version of the TGE. An electric version of the van is available and has seen an equally strong pull. According to Hemmerich, there is no point to bring in a few individual units to the cluster. Instead, a full-scale roll-out at an appropriate time is the aim. In this context, Hemmerich foresees Singapore to be the most likely to first adapt electro mobility on a big scale. Emerging demands are for 300 buses, all to be electric and the port asking for electric trucks. "We see potential, which we previously may not have been able to service fully."

Talking about the mega trend of electro mobility, Hemmerich iterated that the company strategy is to focus on buses and last mile distribution. "We have just launched our e MAN, which tells the market that we are also ready to service this market segment. However, we will execute a full roll-out once mega-charging is available. Our focus will be Europe first, obviously," he explained. In Europe, legislation stipulates that as of 2025, a fleet has to comprise of at least 25 percent of electric vehicles. Scepticism was voiced that positive TCO using electric propulsion can be achieved in certain countries where long-haul is the major mission profile, such as Australia. Standing out within the cluster is Korea, as the demand is for the latest technology, the biggest engine and the full spectrum of safety features possibly available. "In Korea, the trucks are specced the best, which makes it the closest to Europe. It is also one of the most difficult ones as there are only driver-owners." This means, that every truck is an individual unit and downtime means that a family does not earn money.

Trucks are expensive assets, no matter where they are being sold. This is an issue that Hemmerich is pondering a lot. "There is a way to drastically reduce the cost of all trucks sold by any OEM. It may sound simple, but the implementation is difficult: We need to do away with the steering wheel being on different sides of the cab!" Standardising the steering wheel and the engine technology from EURO II to EURO VI will represent a huge potential for savings. Ultimately, it is the range of the variations that increases cost, which has to be borne by the end-user.

Although MAN launched the e MAN, Hemmerich is missing a continued discussion about the Diesel engine-powered trucks. "Our Diesel engines have come to be a super-efficient and powerful propulsion systems. We will still see them for a while, and we should not forget them as they offer a better TCO for the time being." Having said that, Hemmerich acknowledged that the future is electric, although there are still many obstacles to overcome.

### **Taking an Inside-Out View with the MAN OptiView**

One of the most radical changes in recent years has been the replacement of mirrors with cameras. The digital mirror replacement system available on MAN's trucks is offering not only a comfortable way to see the surroundings of the vehicle, but also provides a perfect field of vision. With the innovative digital MAN OptiView, the driver will be able to see more of what is happening around the truck.

Tucked inside the cabin, this system also reduces stress on the driver as one does not have to turn ones head as far to see the rear-view. Essentially, the mirrors have moved inside by about a good 30 cm each, which means that they are easily within the field of vision of the driver. The latest generation of the OptiView by MAN is offering a rear-view that is stitched together from inputs of no less than four cameras. This means that the driver will see much more of the surrounding of the truck. In addition, the system provides guidelines indicating the length of the truck and the end of the trailer, which makes manoeuvring easier.

When driving, the system will automatically toggle between a closer and farther view, depending on the speed. When driving faster, one needs to look farther and the OptiView offers this feature so that the driver can see better what is happening behind him. This is certainly an advantage over glass mirrors which offer only one view. Testing the system in bright daylight, one will notice that the image is sharp and clear without glare, another advantage over glass mirrors. During the night the system is able to enhance the image, thus having the upper hand again over conventional mirrors.

Besides the advantages offered by being an integrated system that is auto-adjust to the environmental conditions, OptiView also reduces wind resistance, which translates into tangible savings in fuel. One question that arises every time such a system is introduced is about the unlikely event the camera fails. In terms of legal requirements, there is no difference: if a truck does not have functioning mirrors, it is not to be driven.

### **The Truck is My Home When I Work**

Whenever talking to a MAN representative, the focus is always the same: the driver is the most important component and the vehicles are designed around the trucker. This can be experienced as soon as one enters the latest version of the TGX (Which was painted in gold colour for the launch as a special colour to signify the latest iteration. Although available as colour option, this is hardly ever ordered).

Opening and closing the door already indicates the build quality and design approach of the vehicle. The door closes with a juicy thunk that lets the operator know that there is a lot of thinking build into it in the form of compartments, electronics and most importantly noise reduction. It is thanks to such high-quality design that the inside of the cabin is so quiet that one can murmur in a conversation with a co-pilot. Considering that European truckers would oftentimes be on the road for a whole week or longer, this is extremely important in order to protect the hearing of the driver.



The inside the cabin is also styled for comfort. There is plenty of space and without any obstructions, one can walk freely between driver and passenger seat while being fully upright. The mattress is the thickest that can be found in any truck to date and amenities such as the build-in fridge and the control panel next to the bed make it possible to chillax. One will notice hooks inside the cabin, which are used for a hammock that can be hung inside the cabin. Taking the level of comfort even further, MAN is planning to offer a version that does see cabinets with microwave, coffee maker and other amenities replacing the second bunk bed. This is motivated by the fact that most European truckers are driving alone and thus, the second bed is not needed. 



## Xupreme Logistics Accelerates Business Inception with Sideloader

*Finding the right set-up right from the start has proved invaluable for this Ipoh-based haulier that has put their trust in a Hammar Sideloader as their key ingredient for the brand to be build.*

The rolling hills, majestically laid-out in front of the office of Xupreme Logistics Sdn Bhd, set the stage for a success story in the making. A recently delivered and commissioned Hammar sideloader is busy moving containers in the yard as the company's co-founder is making calls to find the next deal, improve performance of the business and vet ideas. Focused on haulage, Xupreme Logistics is in an unusual geographical location, just as the origin story is not a typical one.

To visitors, Tan Zhong Nyi, co-founder of Xupreme Logistics, may appear too young to be handling such business, but when talking to him they will surely quickly find out that he is wise beyond his age. As a business, the brand has only commenced operation late last year. It is the result of an ambition that Tan has had since childhood to set up his own business in a bid to make a difference. He told Asian Trucker that he always aspired to having his own business, having been raised in a family of business owners and entrepreneurs. The final push to pursue this dream came as he returned from his studies in the US, majoring in Supply Chain Management. Having had two weeks of government mandated quarantine in a hotel in Seremban, he took the four-hour ride home with his dad to formulate the idea to put his degree to good use by setting up a courier service. However, after consulting with his father, the idea was refined and thus, Xupreme Logistics was created.

"I have to admit that the actual operation of a haulage company could not be further from the theoretical material I have gone through in my studies! Every day I am learning new things and it has been an exciting journey so far." The

learning started immediately when he had to get the paperwork in order to set up the company and obtain the haulage licence. One thing was clear to him right from the start: the business has to be an innovative one, one that is dependable. As most young companies, Xupreme Logistics also faces constraints due to lack of access to funding. In an ideal world, Tan would like to have many more trucks and trailers though. This is where his analysis has led him to decide to make a Hammar Sideloader the centrepiece of the stage that his yard is. Out of reach financially, a reachstacker is being replaced by the Swedish tool.

After careful market research, Tan opted for a Swedish Hammar Sideloader. "There are good reasons for the decision to allocate a significant amount of our initial funding to the purchase of this piece of equipment." Knowing about the market situation in Ipoh, Tan knew that many factories and warehouses in the area do not have sufficient loading bays, thus the containers are oftentimes

parked outside the warehouses. As this means that a trailer could be unavailable for several days, this is not a desired situation. With the Hammar Sideloader, this problem is eliminated. Furthermore, the Sideloader can be used to move and stack containers. "We have decided to make the Sideloader our central piece of equipment. The way we use it allows us to operate extremely fast and efficient, offering flexibility and accessibility where others cannot do the same." At the moment, six trucks and 30 trailers are servicing Xupreme Logistics' clientele.

According to Tan, the Hammar Sideloader is offering a number of advantages: the "Spider Leg" is enhancing the stability of the trailer when moving containers. One of Xupreme Logistics' customers is insisting that Tan's crew only sends the Hammar as it offers additional safety when moving heavy goods. The lightweight construction of the lifting equipment means that the movements are done faster than using similar equipment that might offer heavier steel constructions, however, Tan values the shortened times to move containers as he is more than confident that the construction is rigid enough to handle the many different types of cargo "We move everything with the Hammar Sideloader. From Limestone to fashion items, we have done already about 100 different products."

Bringing Innovation to the business is being one aspect of the Hammar Sideloader. In addition, Tan values the dependability and his purchase decision was made to a large part based on the promise by the brand to be dependable. This has already been tested as a small issue needed to be fixed and Hammar did deliver as promised: a technician was dispatched in the middle of the night, fixing the problem and getting the Sideloader back on the road in no time. "We have been very careful with how we invest. For instance, our trucks do not need to be the newest and highest specs at this point in time. However, the Hammar has to provide peak performance as we are building the business around it." With that in mind, Tan depends on his access to



a fully equipped workshop to fix minor issues and Hammar's after sales service to be ever ready to help with those issues that cannot be rectified in-house.

The Hammar Sideloader being the main protagonist of the business, it was important for Tan to have a good team. With the Sideloader being a specialist tool, he picked a seasoned driver that would be trained by Hammar on the safe and efficient use of the equipment. Tan is also proud to be the first Hammar customer that has his Sideloader equipped with a wireless remote control. Instead of buttons, this uses joysticks, which makes the operation of the Sideloader even more easy to handle while at the same time enhancing safety around the trailer.

With this kind of equipment, drivers were initially a little anxious. However, the support of Hammar and the trust extended by Tan has helped to overcome the anxiety. Just as it has been a steep learning curve for the drivers, Tan himself has found out the hard way that there is a huge difference between the textbook and real life. "I am surprised that in Malaysia there is a lot secrecy around how a business like this would be run. In other countries you can easily access information that makes it easy for business owners to improve their own business based on the experience others had before them." Smiling, he added that people may also not have taken him seriously when he started out as he is rather young. Today, both drivers and business owner have improved their skills and knowledge by leaps and bounds.

When asked what his recipe for success is, Tan explained that the access to equipment is only part of the way. As a Sideloader is a profit-generating asset, it needs to be managed with finesse. Scheduling the equipment right is crucial to ensure that container movements are as efficient as possible. Therefore, the kingpin of his operation needs to be paired with a seasoned and capable operations team. "This is the tricky part of the operation and needs careful planning. Only when the components all work synchronised can we become successful." Looping back to the reason why he opted for a Hammar Sidelifter, he emphasised that it is dependability that is the ultimate reason why clients would appoint a transporter. "No matter how cheap you might be, if you cannot deliver on your promise, you won't last long. And this is again why we invested in a brand-new Hammar: to ensure that we are completely trustworthy."

Currently, as far as Tan is aware, there is only one other transporter in the area deploying sidelifters and his approach to ensuring maximum dependability has already started to pay dividends. As the word is spreading, more and more cargo brokers and are noticing the new, slightly quirky new player. "We believe that there is still a lot of business opportunities for us to tap into. By focusing on what we do best we hope to attract more clients. The decision to make the Hammar Sidelifter has proven to be instrumental and we will not stop there and add more once we have secured financing." **F**



# Transport Overseas Rolls Your Truck On and Off at Your Destination

*We often discuss CBU vs CKD. In this exclusive interview we explore just what it takes to get a fully build-up unit of a truck you have ordered to you.*

A young and dynamic company is currently making the news in the Middle East. Headed by truck industry expert Richard Hall, Transport Overseas' having a subsidiary in Dubai is heralding the expansion of this Germany based RoRo expert. With their headquarters in Bremen, the company has established itself as the go-to freight broker for those depending on RoRo (Roll-on, Roll-off) shipments. Such arrangement is needed for trucks and buses that are being shipped as Fully-Build-Up units.

restrictions. The light commercial vehicles market is dominated by the Japanese brands while the heavy-duty trucks are predominately European brands. "One issue I noticed is that TCO is becoming more of an issue this year as the oil prices are also becoming an issue for the Middle East, although they are oil-producing countries. Until now, it was all just a matter of adding a bigger tank."



Richard Hall, Sales Director

Having worked in various countries and with trucks, Hall felt that his expertise could be applied to other, related industries. "With the current labour market and supply chain issues, shipping goods is becoming an even more important issue," he said. Leveraging on his experience and network of people and companies, he is confident that Transport Overseas' (usually referred to as TO) is in a position to offer sought-after services. With a recently incorporated office, Hall enjoys working directly with the Owner and the Managing Director of the business and having the freedom to build upon a solid foundation by adding new international partners. Hall hopes to replicate the success of the founder, who has taken the business from zero to 50 Million EURO revenue per year within ten years.

Hall, who recently took over the duties as Sales Director Middle East/Asia Pacific for the recently created Transport Overseas office in Dubai has been active in the region for some six years prior to his move from a truck OEM. "Obviously, the Middle East is a diverse region, however, when it comes to commercial vehicles, tastes and requirements are generally very similar." The market is less diversified though, with the demand being for either heavy commercial vehicles or LCV. Medium duty trucks are in lesser demand. According to him, the medium duty segment is not popular because of issues pertaining to the homologation process and weight

TO's core business is and always has been RoRo and large project cargo. Vehicles, trains and "things" that don't normally fit into ships are the mainstay of the business. Container shipping is increasingly being demanded from customers too. When asked about the reasoning for TO to set up a subsidiary in Dubai, Hall cites the potential for growth in the region in the automotive industry. "We see this in Saudi Arabia for instance. There are a lot of infrastructure projects being initiated and this is the growth we are looking to service." In the UAE, TO is already working with a number of German brands when it comes to their regional logistics needs.

*It is more than just the brokerage. We pick the trucks up, deliver them to the ship and deliver them to the customer on our end here.*

The shipping of commercial vehicles is a door-to-door operation, whereby TO would move the vehicles via the ports in Bremen or Antwerp and even Southern Europe Ports. It is more than just the brokerage. We pick the trucks up, deliver them to the ship and deliver them to the customer on our end here. As there are few local assemblies of trucks, FBU is the way to go. "While RoRo is a specialised operation, containers are becoming increasingly difficult these days, due to the issues with global shipping," Hall explained. As such, RoRo offers advantages over shipping parts for local manufacture. To give customers peace of mind, TO handles all the export documentation in-house, which extends into special export licences for military applications. Beyond trucks, TO also handles the world-wide transport of trailers for Germany's biggest manufacturer.

One of the key accounts of TO is a German truck maker that Hall has previously worked with. Having evaluated their needs and requirements, Hall identified that it is not just about price, but service and dependability. He was given the opportunity to prove that TO is the right partner and following an initial contract, TO's Dubai office is now handling the imports of trucks of this particular brand for five countries.

For 2023, TO is planning to move between 1 000 to 1 500 units of trucks, depending on the ability of the OEMs to deliver trucks. One truly unique selling point Hall emphasised on is their collaboration with Hyundai Glovis, which is one of the biggest shipping lines in the region. The agreement between TO and the shipping line is that there is a guaranteed reserved space on every ship that travels between South East Asia, the Middle East and Europe, designated for TO. "Recently, this allowed us to ship 35 units to Kuwait with just two weeks' notice. We still managed to get all the trucks onto the next sailing vessel." With the shipping covered, the biggest challenge for Hall and his colleagues is finding people to cope with the rapid growth. TO's plan is to make the Dubai organisation more autonomous and to develop further expansion across the region.

*The agreement between TO and the shipping line is that there is a guaranteed reserved space on every ship that travels between Southeast Asia, the Middle East and Europe.*

Following the success of TO in the Middle East, the company is also looking to expand into Asia with an own presence. The location of such an office would depend on the routes of the shipping lines. Seeing potential for growth, Hall also pointed out that there are certain places that TO would not be shipping into: North Korea and Russia are blacklisted and TO always works within international Governmental restrictions. While TO also ships farm equipment to the US, goods like Oil and Gas are also not part of the portfolio. "Trucks, trains, farm equipment and construction equipment are the items we prefer." Hall said this is derived from the clear vision and strong focus of the owner, wanting to be a global player within a specified segment of the industry. One key difference, according to Hall, is that TO is aiming to work with both, sender and receiver of the goods, rather than just targeting brands to work with. 



### Executive Profile

Tim Oltmann (37) is a qualified and experienced shipping specialist and has been CEO of the Transport Overseas Group since 2012. The experienced logistician learned his trade at the Swedish shipping company Wallenius Wilhelmsen in Bremen and worked in various management positions after completing his training; as Sales and Key Account Manager for divers Ro/Ro accounts from well-known automotive OEMs and most recently as transshipment manager with an international team of seven.

Within just 10 years, Tim now generates a turnover of over 50 million euros annually and has the TO Group at six locations (Antwerp, Bremen, Berlin, Bilbao, Dubai and Szczecin) with further expansion planned. This great success has been built on the setting of new standards for customer service and close cooperation with the biggest shipping lines globally. With a complete portfolio of logistics services, the TO Group is an integral part of the logistics champions league.



ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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## Welcome to Euro 5

Volvo Trucks Euro 5 for Higher Productivity and Improve Safety

It is proven that companies with sustainability strategies in place perform better in business and operations. Volvo Trucks is here to offer a holistic sustainable solution of future transportation to ensure business success for our customers. Find out more about Euro 5 and its benefits.

- Volvo Euro 5 trucks comes with advanced exhaust treatments thus reducing toxic emissions being released into the air, such as nitrogen oxide (NOx), which is cancer-causing.
- Volvo Euro 5 trucks engines have been improved to provide better fuel economy and reduce harmful emissions such as CO2.
- Euro 5 is a cleaner and better fuel for the environment and you. Cleaner fuel also results in cleaner fuel injectors, filters, longer service interval and ultimately higher uptime and profitability for your fleet.

For more information, call our Customer Care Centre at 012 373 1030 or 019 240 1030.

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# MANTAP! Offered Trucker to See Their Trucks Being Made

*As part of an event series hosted by MAN Truck & Bus Malaysia, the session in Rawang offered members of the Asian Trucker Drivers Club unique insights and experiences.*

An excited group of over 50 truck drivers gathered at the MAN Truck & Bus Malaysia (MAN) headquarters for a unique experience organised by the Asian Trucker Drivers Club. The day was split between the HQ and activities at the CKD assembly nearby. In the morning, having access to the workshop and the systems that are needed to keep trucks running, drivers learned how MAN operates and what it takes to service trucks when they come in for their check-ups. After a generous lunch to refuel, drivers got to experience how their trucks were made in a tour of the assembly plant. Standing by were four trucks to allow drivers to experience the latest generation of MAN trucks with EURO V engine in a test drive.

A focal point of the activity was road safety. Part of the demonstrations was a showcase of the brake tester MAN is using to ensure that each truck being sent for service or repair has had the brake system tested. Sponsoring the event was Dis Mafs Sdn Bhd, which demonstrated their mobile brake tester during the event. Within minutes, the result of the test is printed out, allowing for a full analysis of the brake system of the tested vehicle. The test results allow for pinpoint accuracy in identifying any issues with the brakes and the rectification of them. In doing so, it is ensured that any work done on the brake system is needed and correct without having to replace parts that do not need to be swapped or fixed. Dis Mafs offers the mobile brake tester to local operators, who can use the system to test brakes prior to PUSPAKOM in a bid to avoid unsuccessful trips for the mandated inspections.

MAN Malaysia Managing Director Andrew O’Brooks spoke to many of the drivers present in order to find out how the company could further enhance their trucks. “It is important that we get feedback from those who actually use the vehicles. There is nobody better suited to comment on the products than these drivers, who depend on this machinery to provide top performance and safety,” he said. He added that he was not expecting such an enthusiastic crowd, thirsty for knowledge and the opportunity to enhance their own understanding of the industry. “We, as an industry, should organise more such events as the drivers attending here are the kingpins of the transport eco system,” he added.

Commenting on the event, Stefan Pertz, Founder of the Asian Trucker Drivers Club said “To my knowledge, this has been the first time that any truck maker has opened their doors for drivers to show them how a truck is being assembled. Through this, truckers will develop a better understanding of their vehicles, which in turn makes them better drivers. We appreciate that MAN has allowed them to visit this inner sanctum.” Going forward, Pertz hopes that similar events could be hosted in other parts of the country to allow truckers to gain insights into the business of running workshops.

Thanking the sponsors of the event, MAN and Dis Mafs, Asian Trucker Drivers Club hopes to have helped building relationships and understanding between the parties involved. 





## It is a Trucker's World: MAN's Drivers Club

*Trucks have a huge following and globally, there are many organisations that put the focus on the driver. We have a look at MAN's Trucker's World.*

**T**rucker's World is Europe's largest trucker community, attracting drivers and truck fans from twelve different countries. There's something for everyone. The club offers many opportunities. The best thing about it: there's no need to make a decision. You can simply do whatever you want. There are many attractive services waiting for members. Available in 13 European countries, the Trucker's World offers many benefits.

This European truck drivers club offers exciting articles, news and updates on MAN technology in a dedicated website. Country specific benefits, such as annual birthday gifts, are part of the offering. Besides competitions exclusive to members, there are social media walls where members can share pictures of their trucks or adventures on the road. A regular e-newsletter keeps members informed about the latest offerings by the Trucker's World.

Here some activities as highlights:

### Discount on MAN ProfiDrive

Learn from the best. Trucker's World member, save 25 per cent on all MAN ProfiDrive training courses. With 40 years of expertise, MAN ProfiDrive has made a significant contribution to the all-round support for business owners, fleet managers and drivers in over 67 countries worldwide. MAN ProfiDrive has continuously improved and expanded in terms of its daily dealings with customers as well as the available training portfolio. These days, customer-specific training solutions in niche markets are just as much part of the MAN ProfiDrive training range as professional driver training in accordance with the law governing the qualification of professional drivers.



### Exclusive Trucker's World Collection

'Cool cap, man' – the Trucker's World collection is there just for drivers who want to accessorise themselves. For instance, the Trucker's World exclusive collection is available with discounts for registered members. Truckers can find shirts, jackets, kids toys and other items in the extensive online shop. Drivers can show their support and colours with items such as A very special truck on a shirt. A grey T-shirt features the new MAN TGX Individual Lion 5 in a stunning airbrush design and the Trucker's World by MAN logo.

### Emergency Relief Fund

Part of the membership fees is channelled into an emergency fund that helps drivers that have met with an accident. For the past 13 years, this non-for-profit organisation has dispensed money for those in dire need after they have encountered a difficult situation. Such relief can be applied for in case of accidents, emergencies or sickness. For instance, families of drivers can apply for support if their children need help. Thus far, over 500 000 EURO have been dispensed to those in need. **F**



# A Truck Captain's Discipline

**W**e are in Prai for this month's interview of our Trucker of the Month. Early mornings are best to take the pictures as there is less chance of rain, people are excited to start their day and the light is usually gorgeous. This morning we meet Razak bin Awang in the yard of Air Products. The company's principal business is selling gases for industrial uses and thus, their truckers are of interest as moving such goods requires skills, patience and discipline.

Having moved from Kelantan, Razak sought a career as a trucker. The head of a family of five is on his second career after having served the Royal Malaysian Navy. At the age of 50, he has racked up 17 years on the road, driving trucks. Of these, he has been employed by Air Products for about 14 years. "I love this job as I get to see other places and experience a variety of situations. Every day is different." Razak enjoys his work as it is challenging because of the road conditions he encounters. In his view, it is discipline that is the most important character trait in this profession as one has to deal with traffic jams, road diversions, delivery schedules and other issues that pop up.

Air Products categorises drivers into long-distance and local drivers. Depending on the preference of a driver, one would be assigned one of the two, whereby Razak has decided to stay close to home. "I service customers in Penang, Kedah and Perak. Not only am I going to be able to spend more time with my family, but it is also easier to find places to park where I want to eat!" he quipped. Other places may be too congested or busy and it is not easy to find suitable spots to park the vehicle.

"New trucks have a lot of safety features that make my work easier. Lane departure warning and collision avoidance systems are part of this package among others. I like this a lot as it makes me feel safe," Razak explained. With these Advanced Driver Assistance Systems (ADAS), one could feel that there

is too much surveillance. However, Razak emphasised that this is not to penalise drivers, but to ensure their safety and that of others on the road.

"There should be no compromise on safety. For me, any additional system that provides additional safety is welcome. Maybe others see it different, but I like the idea of them." He stated that he appreciates the efforts made by Air Products to continuously enhance the safety in the workplace. Razak himself ensures that he is ready for his missions by being disciplined about his sleep. "You have to be disciplined and go to bed early and get enough sleep." This is an important aspect of road safety, whereby it is not got enough in his view to observe rules and regulations selectively. One has to adhere to all rules when it comes to road safety.

Oftentimes Razak will encounter worried road users that point out that his truck is blowing off steam. "People sometimes worry that there is a leak, but it is just pressure being released, which is nothing to

worry about.” Naturally, his family is worried a little, as he is the sole breadwinner and the perception of being a trucker is still that of it being a dangerous profession. However, Razak is confident in his abilities as he is extremely disciplined. “This is something I have learned in the Navy and now, in this job, I benefit from it.”

When asked about his view on youngsters becoming truckers, Razak opines that one should gain experience first. According to him, younger drivers lack the discipline, patience and experience needed to be piloting trucks like he is driving. He points out that it is discipline is the most important character trait, which he has learned in the Navy and values as the most important skill he manages to apply in this career.

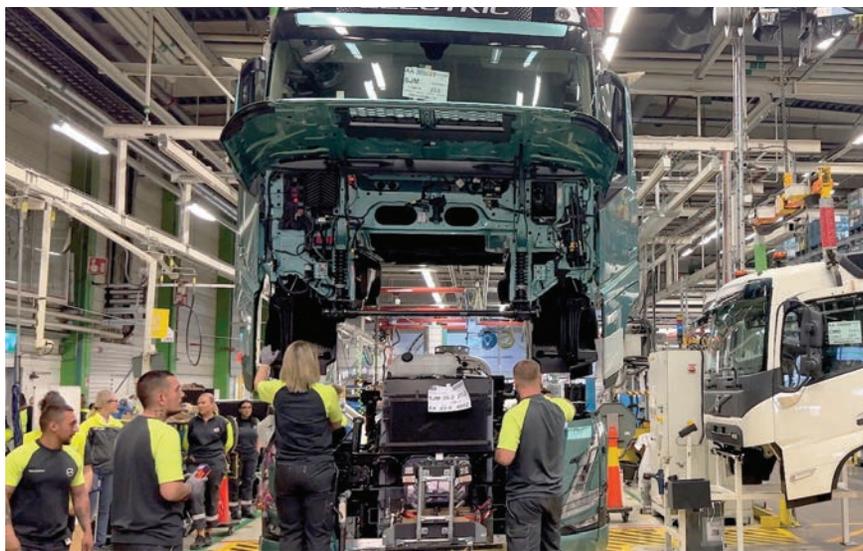
When delivering, sometimes customers do not understand the need for a truck to have space to manoeuvre. “In some places there are a lot of things parked near the tanks where we discharge our products. I would then have to clear that space properly and I cannot rush that, I must make sure that there is enough safe space for me to drive the truck in.” In general, Razak prefers short routes with a higher frequency of trips. On this subject Razak points out that fatigue management is a vital aspect of road transportation. His current vehicle is equipped with fatigue detection systems that would rattle his seat if the driver is starting to become drowsy. “When you get such a jolt, you have to be extra disciplined. One has to make a stop as soon as possible and rest. Immediately. Drivers need to take this system seriously as it will help prevent accidents, but it is the driver that needs to act upon the warning signal.”

On weekends, Razak takes his family out for picnics or the mall. “One day I want to take my family to Turkiye (Turkey) as I can stand between two continents: Europe on one side and Asia.” Being a disciplined saver, he is expecting to be able to make this journey soon. **f**





## Volvo Trucks Starts Series Production of Heavy Electric Trucks



*As the first global truck manufacturer to do so, Volvo Trucks is now starting series production of heavy electric, 44 tonne Gross Combination Weight trucks.*

**V**olvo Trucks is beginning series production of the electric versions of the company's most important product range, its heavy-duty trucks: Volvo FH, Volvo FM and Volvo FMX. These trucks can operate at a total weight of 44 tonnes\* and the three models represent around two thirds of the company's sales.

With these new additions, Volvo Trucks has six electric truck models in series production globally – the broadest electric truck line up in the industry.

"This is a milestone and proves that we are leading the transformation of the industry. It's less than two years ago since we showcased our heavy electric trucks for the very first time. Now we are ramping up volumes and will deliver these great trucks to customers all over Europe, and later on also to customers in Asia, Australia and Latin America," says Roger Alm, President Volvo Trucks.

Series production of Volvo's heaviest electric trucks will start in the Tuve factory in Gothenburg, Sweden and next year the factory in Ghent, Belgium will follow. Volvo produces the electric trucks on the same line as its conventional trucks, which gives high production flexibility and efficiency gains. The batteries are supplied by Volvo Trucks' new battery assembly plant in Ghent.

The demand for electric trucks is rapidly increasing in many markets, with one driving force being the need for transport buyers to shift to fossil-free transports in order to meet their sustainability goals. Volvo Trucks' electric portfolio could cover around 45 percent of all goods transported in Europe today (According to Eurostat statistics "Road Freight Transport by distance" (2018), 45 percent of all goods transported on road in Europe travel a distance of less than 300 km).

"We have sold around 1 000 units of our heavy electric trucks and more than 2 600 of our electric trucks in total. We expect volumes to increase significantly in the next few years. By 2030, at least 50 percent of the trucks we sell globally should be electric," comments Roger Alm.

Volvo Trucks' electric line-up of six truck models covers a wide range of applications such as city distribution and refuse handling, regional transport and construction work. 



MAARA looks forward to collaborating with J-KOM in helping communities in efforts to provide flood relief. Flooding in Malaysia has become an annual phenomenon, triggered by the northeast monsoon bringing heavy rain. Recently, Malaysia's meteorological department forecasted that most states on the peninsular may receive up to 900 millimetres of rainfall in November. According to the statistics department, last year's floods caused an estimated RM6.1 billion in losses. Out of which, RM2.6 billion involved homes and vehicles. This has prompted MAARA members to initiate Corporate Social Responsibility (CSR) activities for effected communities dealing with flood-damaged vehicles.

"This is our contribution towards the progress and well-being of all Malaysian as one big family—*Keluarga Malaysia*" Akram Khan, President of MAARA said.



Earlier, in August 2022, MAARA also initiated a collaboration with a public university, Universiti Teknologi Malaysia (UTM), to assist in drafting the ELV Blueprint for the government. The MoU sealed is between Yang Berbahagia Professor Datuk Ts. Dr. Ahmad Fauzi Ismail (Vice Chancellor of UTM) and Yang Berbahagia Datuk Haji Khan Bin Haji Mohd Akram Khan (President of MAARA), inaugurated by Yang Berhormat Dato' Sri Dr. Hj. Adham Bin Baba, the Minister of Science, Technology and Innovation. Through the MoU, MAARA is committed to be involved in the study and research for the ELV Blueprint. It shall serve as a platform for MAARA members to share their expertise and experience in various aspects of industry practice. The blueprint will act as a guideline in managing end-of-life for vehicles (ELV) that shall conform to the National Automotive Policy 2020 (NAP2020). MAARA and J-KOM are also set to collaborate in this study and research effort for the benefits of the community.

## MAARA hosts Annual Dinner as Launchpad for Initiatives

*Preparing for the times ahead, Malaysia Automotive Recyclers Association has initiated activities looking beyond the recycling of vehicles to benefit society.*

This year Malaysia Automotive Recyclers Association (MAARA) was able to hold its annual dinner after two years of historic break due to the COVID-19. The last annual dinner MAARA held in 2019. This year, MAARA managed to gather more than 1 000 guests in its 14th Anniversary Gala Dinner which comprised of not only its members but also representatives from the government and its agencies, other associations and NGOs. MAARA hopes to bring the associations, NGOs and government agencies closer together for better collaboration and communication in sustaining the automotive industry and helping the community.

The guest of honour at the event was a representative from Jabatan Perdana Menteri, Yang Berbahagia Dato' Dr Zuraidi Bin Ishak, Ketua Pengarah, Jabatan Komunikasi Komuniti (J-KOM). J-KOM plays crucial parts in community communication and championing the nation's agenda of sustainable development growth.





## How Insourcing Tyre Management Enhances Fleet Performance

*Giving your fleet an edge, insourcing these tools to manage your tyres can significantly improve your bottom line through savings and enhanced performance.*

Workshops servicing commercial vehicles, being it in-house or third-party, need to be continually upgraded to provide the best service possible. Tyres are one of the major cost positions in running a fleet of commercial vehicles and having tyres performing at their peak translates into improved bottom lines. Rotary is offering a number of machines that any fleet operator could integrate into their workshop, insourcing this crucial component of service and maintenance.

Globally, a trend that can be observed is that workshops are moving away from using pits and instead are using column lifters and other equipment that can be deployed without having to modify the structure of the building. "Flexibility is the key advantage of using mobile equipment as one is not restricted to performing work in one designated area only," Nathan Vagg, Business Development Manager – Asia Pacific, summed it up. Speed and efficiency are drastically improved using column lifts as it is easier to get to the components underneath the vehicle.

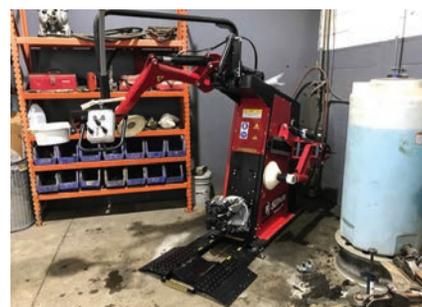
### Time for a Tyre Changer

There are several good reasons why fleets should invest in a tyre changer, insourcing this process. Firstly, with a tyre changer in the own workshop, downtime and waiting times are eliminated. There is no time wasted driving to the workshop to have tyres changed. With the current shortage of (foreign) labour, workshops now have limited capacity and tyres may not get changed right away. With a tyre changer on site, swapping tyres is fast, efficient and less labour intensive as there is no longer a need to drive to the workshop.

Using a Rotary tyre changer, the process is highly automated and does not require a lot of manual labour or strength. One customer that recently invested in one such machine now manages to change up to 200 tyres per day in their own workshop. With an estimated cost of only RM 6 per tyre, the ROI is quickly calculated. Comparing the process using the Rotary tyre changer with the traditional method of prying the tyre off the rim, the Rotary machine also offers protection of the rim, the tyre (important for retreading) and the health and safety of the worker operating it.

"By having such equipment in your own workshop, you enhance uptime, reduce wastage and efficiently manage the vehicle. Globally, we see a trend to insource this kind of operation as the ROI on such capital equipment is rapidly reached."

Thanks to advancements in technology, the Rotary tyre changer is extremely easy to use. Previously, as Vagg noted, one would have skills to change tyres. Not so with the Rotary tyre changer, which makes it look like child's play and thus suitable for any workshop.



### Balanced Balance Sheet

Tyres, together with fuel and driver's salary make up the biggest chunk of cost. Therefore, fleet operators are now concerned with the performance of their tyres and how they can extend the milage on them. A crucial aspect of tyre management is the correct balancing as it can not only reduce wear and tear on the tyre but also protect other components of a vehicle.

*Pro-Tipp: carry out wheel balancing whenever a truck comes in for a regular service. Monitor fuel consumption to identify the need to check your tyres.*

Obviously, a tyre that is unbalanced adds wear to the tyre and it adds rolling resistance and thus increases fuel consumption. Both of this can be reduced significantly through proper tyre management and wheel alignment and balancing. "The net result is that tyres last longer if they are properly balanced." An unbalanced wheel will also send vibrations into other components of the vehicle, and this can cause damage to these parts. While a tyre could easily be swapped, other components affected could be very expensive and time-consuming to the replace. Again, Rotary assures customers that their wheel balancing equipment is very intuitive to use and that it does not require a lot of training to be operated. Besides the savings on fuels and replacement parts, the increased uptime and not having to take the tyres to a workshop further improve the bottom line.

### Aligned Front to End

The Rotary wheel alignment system is rather unique as it is a dedicated truck alignment system that measures the tractor as well as trailers. With some additional equipment, it can also be used in light commercial vehicles. "We found that many fleets comprise of a mix of vehicles from different weight classes, and thus, it is really important that our system can be used on either vehicle." As the latest innovation, the Rotary wheel alignment does not require rolling compensation. Furthermore, the results of the measurements before and after the alignment can be printed for long-term documentation.



Being highly intuitive and self-guided, the system will instruct the technician on the steps to take and again, insourcing this process does not require expert knowledge while again, reducing downtime.

*Pro-Tipp: Tyre wear can be an indicator of misaligned wheels. Fuel consumption and tracking of the vehicle, making it difficult to steer, can also indicate wheels being misaligned.*

### Committed to Longevity

Rotary's commitment is to provide equipment that will last for a long time, thus offering the best total cost of ownership. Machinery discussed are made in Italy, to high European standards, which ensure that assets will be operational for a long time. To achieve that, Rotary designs and develops their machinery to third party standards. While machines are designed to, e.g. CE, every approved machine is then validated by an external certifying body.

Vagg explained that Rotary also uses cycle tests, whereby "We might have to comply with 10 000 cycles at 100 percent capacity. However, we design

our equipment to 20 000 cycles with even more capacity. One will find that in workshop environments our machinery is not always used at 100 percent capacity, thus it lasts longer." Vaag added that the company has a deep understanding of the componentry for such machinery and has been making this kind of equipment for a long time, thus the extensive expertise is reflected in the quality of the products. 



Rotary is part of the VSG Group, which is a global, publicly listed Fortune 500 company. The company maintain production facilities in the US, its home market, China, Italy and Germany. The main products offered are capital investment goods, ranging from vehicle lifts and wheel service to collision repair equipment. Established in 1925, the company looks back at decades of innovation and a passion for providing market leading solutions for the automotive industry.

In local markets, Rotary partners with domestic markets in order to ensure that customers get the best service possible through appointed distributors and dealers on the ground, as that ensures swift responses to any enquiries or requests to troubleshoot. "In Malaysia, we partner with Lubetrans for the wheel service and vehicle lift programs as well as the collision repair equipment. The installation and aftersales service offered by Lubetrans is on par with our market leading equipment. A cornerstone of our philosophy is that we need to provide an excellent aftersales service, which is provided by Lubetrans since 2010," said Nathan Vagg, Business Development Manager – Asia Pacific.

The promise given by Rotary exceeds the strong commitment to being a provider of high-quality products. The value proposition encompasses efficiency, safety and low cost of ownership. Of these, safety is to foremost priority. Longevity is a hallmark of Rotary's approach in going to market, which requires the support of partners that share this vision in order to provide end-customers with top-rated services.



## Scania's Future Top Teams Are in the Making

Scania Top Teams, five out of our twelve branches in Malaysia made it to the National Final today. These Scania technicians are dedicated specialists who contribute to Scania's premium brand image and well trusted and respected name in the heavy-duty commercial transportation industry. The winning team, B100 from Scania Malaysia Ipoh workshop will be flown off to Thailand to join their colleagues from Singapore and Philippines for the Asia-Pacific Regional Final and the winner will represent the region for the Grand Final in Europe.

Dr Ahmad Zainal Abd Aziz, Head of Automotive Department and Suhardi Md Yunus, Head of Commercial Vehicle Department, of Institut Kemahiran Tinggi Belia Negara Dusun Tua (IKTBNBDT) joined the event alongside 15 trainees. They were invited to observe the competition and to attend a career talk.

Top Team is a global competition for professional service teams within the Scania service network. Everyone who works in the service area is welcomed to compete in teams of three to five people. The most common contestants are service technicians, parts specialists and service advisors. Scania Top Team begins at the teams' workshops with theoretical challenges in two parts. As teams advance to the national final stage, the theoretical exercises are supplemented by practical ones. The competition requires a high level of technical knowledge, team spirit and discipline. The format of the competition follows daily work patterns with the most essential objective being to satisfy the needs of our customers.

The Scania Top Team competition is a way of recognising the importance of service personnel to be the best, and top of their profession. It is brains, technological skills and teamwork that characterise the service personnel who Scania recruit and develop over the years. The industry's need for service personnel such as service technicians, parts experts and service advisors, is growing. Truck, bus and engine uptime determine customer profitability. And uptime, to a large extent, lies in the hands of skilled and motivated service personnel. Essentially these traits were evident in all the qualifying teams, however the winning team demonstrated a superior level to secure the Top Team title.

The purpose of the Top Team competition is to increase knowledge about Scania's products and services, as well as to strengthen collaboration between service, parts and service advisor personnel. Scania Top Team also gives a good overview of the national competence levels regarding Scania's service offer and the actions needed in order to keep expertise on top.

Apart from strengthening the Scania image to employees and customers, Top Team also creates an understanding and commitment to Driving the Shift towards a sustainable transport system. Only 12 teams, out of 1 500 teams worldwide from 70 countries, will go through to the Grand final round in Europe, competing for a handsome first prize of 50 000 Euro to the winner, 30 000 Euro to the first runner-up and 20 000 Euro to the second runner-up.

"By focusing on developing our front-line expertise, the Scania's Service Technicians, we are ensuring the quality of the support and services we provide to our customers. Securing vehicles uptime is what matters to our customers and what helps them grow their business and profitability. As our industry undergoes the greatest technological shift of a lifetime, Scania's front-line experts gathered in the ultimate challenge will be taking a leading position in driving the shift. We hope to attract more talents through these exemplar performance from these teams today. Congratulation to B100 from the Scania Malaysia Ipoh workshop for working as a team full of individual brilliance to win the 2022/2023 National Top Team competition." expressed Heba El Tarifi, Managing Director, Scania Southeast Asia.

This generation of technicians and the future ones are expected to drive real change in line with the transport industry undergoing a technological shift. Top team members will have a unique opportunity to affect and implement the technology needed to create a sustainable transport system.





# Isuzu Expands Service Network in East Malaysia

*Isuzu Malaysia announces their first medium and heavy-duty truck dealership for Sabah during Isuzu Giga Tour 2022.*

Isuzu Malaysia Sdn Bhd (Isuzu Malaysia) announced one of its dealers – Universal Motor Sdn. Bhd. to be the “First” medium and heavy-duty (MHD) truck dealership in Sabah. The announcement was made during the Isuzu Malaysia GIGA Tour 2022 event, which was attended by the senior management teams of Isuzu Malaysia and its dealer partner, Universal Motor Sdn Bhd.

At the event, Shunsuke Okazoe, Chief Executive Officer, Isuzu Malaysia Sdn Bhd said, “We are extremely excited for Universal Motor Sdn Bhd becoming our first Isuzu Malaysia’s medium and heavy-duty truck dealership in Sabah which stamped our commitment to expand our MHD customer reach in East Malaysia, as well as strengthening our After-Sales services and maximizing our customers’ satisfaction and trust in us.”

The newly announced MHD dealership is located at Kota Kinabalu, has 20 service bays with seven bays for light commercial vehicles known as “D-Max”, ten bays for light-duty trucks, and three new bays specifically for medium, heavy-duty trucks and prime movers covering roughly 3.5 acres in total size area.

Their workshop is equipped with Isuzu’s latest diagnostic tools and spare parts to detect or repair any issues which is handled by a team of skilled technicians. During truck service, customer is invited to experience the amenities built in the dealership such as family-friendly customer lounge, prayer room and complimentary snacks and beverage.

“Isuzu Malaysia believes with the newly launched Heavy-duty & Prime Movers, Universal Motors will further contribute to this two segments market in Sabah and provides full support to all their customers when comes to purchasing our Medium, Heavy Duty and Prime Mover, as MHD Dealership required to have High Levels of Skill on the Products Knowledge and Sophisticated After-Sales service preparations” added Okazoe.

With this new MHD dealership, Isuzu Malaysia now has 12 MHD dealerships with 10 of it located at easy-to-access sites in various states in Peninsular Malaysia and 1 located at Sarawak.

The MHD dealership was announced during Isuzu Malaysia GIGA Tour 2022, an event to introduce Isuzu Malaysia newly launched Heavy-duty & Prime Movers across Peninsular and East Malaysia whereby customers will have the chance to get up-close with the trucks. **T**



## Hino Appoints Two New Service Outlets In Northern Region



Focusing on suburban and rural area, the new HASO aims to enhance customers' satisfaction and provide the best service solutions for customers.

Hino Motors Sales (Malaysia) Sdn. Bhd. (HINO) appointed another two new HASOs (Hino Approved Service Outlet) to strengthen its service network and provide easy access for after-sales support to customers, especially in northern

region. HINO appointed UP Service Centre Sdn Bhd (UP Service) located in Georgetown, Pulau Pinang, and Hong Yee Car Computer Service Sdn Bhd (Hong Yee Car) located in Sungai Petani, Kedah, to operate as HASO and serve customers in their surrounding area. These two new HASOs practice HINO's standard guidelines manned by highly-trained and skilled HINO technicians. Meant to complement existing after-sales service by using Hino Genuine Parts, all customers will be able to enjoy the same quality of service provided by HINO 3S authorised service centres. The opening ceremony was officiated after HASO Agreement signing by both parties. Presented from HINO, the Managing Director, Atsushi Uchiyama, and Director, Ahmad Yasmin Bin Yahya. Management members from UP Service Centre are Purna Chandran, Managing Director and Vikines Sri, Director, and

management from Hong Yee Car are Ng Swee Huat, Managing Director, and Ng Choo Hooi, Director. HASO ASPIRATION In early 2021, HINO developed HASO under its Dealer Development and Total Support plan that aims to provide 100% after-sales support, especially for customers' operations in suburban and rural areas. HINO understand the concern of these customers that travel a long journey to service their vehicles at the city centre. Through this HASO development, HINO has widened and strengthened its authorized service network to provide the best services for customers in the remote area, and conforms to its two fundamental values of Total Support which are "Maximize Vehicle Uptime" and "Minimize Vehicle Lifetime Cost". Commenting on the newly launched HASO, Atsushi Uchiyama said, "In the commercial vehicle industry, we are not solely focused on product sales. After-sales service is also our main focus where we strive to serve our best services and ensure customer's vehicles perform at their best and contribute to smooth logistics and business operation," "We aim 'To be Malaysia's most customer-centric and reliable Commercial Vehicle company and make our country a better place to live by providing Best-fit Products and Total Support', and with this mission, we came with the idea to develop HASO," he continued. HINO as well holds to its corporate tagline "Transporting Every Happiness" which aims for customer seamless operation. "Business-to-business (B2B) is a chain of businesses where customers' customers are ours too, thus we always aim to give satisfaction and happiness to the end-users, and that is the idea of our tagline," commented Atsushi Uchiyama.

**HASO FACILITIES IN PULAU PINANG** UP Service Centre started its truck repair business in 1997 that aims at offering quality truck repair and maintenance services at competitive pricing for customers within the city of Pulau Pinang. Strategically situated in island town which is convenient for customers to do express inspection, especially long-haul transports that travel from the southern region. Covering area up to 7,000 sqft, the new HASO is equipped with five (5) service bays including two (2) express bays, and an extensive list of the latest equipment and tools available that enables the outlet to service up to 10 vehicles per day.

**HASO FACILITIES IN SUNGAI PETANI** Hong Yee Car was established since 1982 that specialized in automotive service and repair maintenance. Located around 10 minutes driving from Sungai Petani Plus Highway exit, HINO believes this new HASO will provide 100% after-sales support and will quickly respond to any emergency case on highway. There are 10 service bays including two (2) express bays, these complete facilities allow the new HASO to serve up to 15 vehicles per day. Both new HASOs in Pulau Pinang and Sungai Petani are headed by a Service Advisor and eight (8) professional technicians in each outlet who are well trained to provide a comprehensive range of HINO services. With HASO, HINO believes its service network will be further strengthened and enhanced across the current network. At HASO, customers can enjoy the same service programmes that are offered in other Hino Service Centres. **F**



# Hengst Completes Blue.maxx Range and Attracts Multiple OE Projects

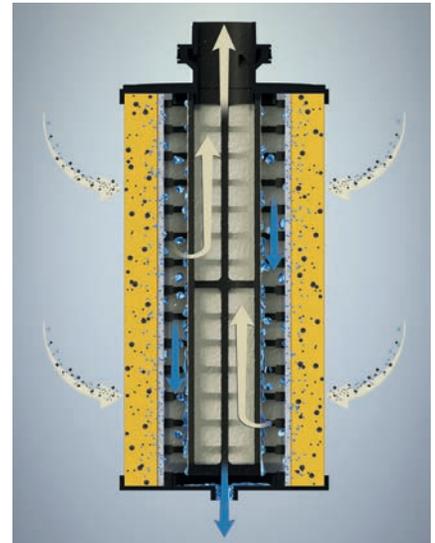


*The Blue.maxx has proven itself as a business enhancer for fleets. With the new additions, the range covers all types of vehicles. Beyond that, Hengst introduces innovations that are required beyond combustion engines.*

The Hengst Blue.maxx fuel filtration may be unheard of few years ago. Fast forward to 2022 and it has become synonymous with exceptional fuel-filtering performance and water separation. Additional fuel filtration units like the Blue.maxx are becoming more of a must-have than a good-to-have. There is now greater emphasis on cleaner fuel requirements, engines being less tolerant to contaminants, and myriads of additives in fuels. With greater market demand and growing appreciation of the Blue.maxx multifaceted unique features, Hengst knows it is the appropriate time to expand the Blue.maxx functionality and variation to align with the customer's specific requirements.

Before showcasing the modular flexibility, a quick reminder of the unique features which differentiates Blue.maxx from its competitors:

- Green filter: 100 percent thermally recyclable replacement filter element
- Guaranteed aftermarket business: due to patent protected filter elements
- Multistage high-efficient water separation element over lifetime
- Robust hand feed pump with high pumping volume and ability to overcome big suction heights
- Comfortable service and low-pressure pump support with the optional electric priming pump
- Standard hexagon drive at the housing for easy and quick service: no special tool needed
- What you see is what you get: quality of the filter element visible, no black box as for spin-on filters
- Designed for functionality and resistance to biodiesel/ FAME
- Designed for easy frame installation and connection to the fuel system of the engine with the optional connector kits
- Three years warranty for the hand pump and housing of the Blue.maxx



The modern diesel engines, whatever capacity or horsepower, need cleaner and water free diesel to fulfil its stringent EURO rating and to avoid catastrophic engine failure. Blue.maxx has the capability to remove contaminants and water meeting the engine's requirements and now available in wider range to meet the flow rate requirements in all engine segments, from small to big trucks to construction, agricultural and marine applications. Blue.maxx has the right fit for the job.



The chart above shows the range of flowrate covered by the Blue.maxx modules to match various engine requirements. A flowrate beyond this range is however possible, depending on the market popularity.

Adapting the Blue.maxx to your specific application has also been made easier with a galore of accessories on offering. Blue.maxx is now highly customizable with the following options:



#### Passive water-in-fuel sensor

- > Sensors work without electronics
- > External evaluation electronics required
- > Interface to ECU required
- > 2-pin contacts used (Tyco Deutsch DT04-2P)



#### Electrical pump

- > Robust brushless vane pump
- > Guaranteed lifetime up to 4000 h
- > Optional bypass valve available
- > 2-pin connector (Tyco AMP 282104-1)
- > Electrical voltage 12V & 24V

With these options, it is worth mentioning the possibility to attach a WIF (Water In Fuel) sensor on the Blue.maxx now. With this option, Blue.maxx can now be a plug and play solution for equipment originally fitted with WIF sensor feedback.

Equally interesting, is the possibility of fitting an electric pump in place of the manual hand pump. This comes in especially handy when the existing fuel pump is not powerful enough to draw the fuel across the filter system. The added pump pressure from the electric pump can act in tandem with an existing pump to provide more suction power.

This wide array of options now available for the aftermarket allows users to customize the setup according their requirement with greater ease.

In tandem with the aftermarket, Original Equipment Manufacturers are not turning a blind eye on the leaps and bounds made by the Blue.maxx. Already a strong endorsement for the Blue.maxx can be found in the MAN FSC 5 stage fuel system with lifetime water separation.

Similarly, the American truck company Mack (under Volvo group) has adopted the Blue.maxx for their fuel filtration system. The range of application covers marine applications as well, when Yanmar becomes the Asian OE customer to fit their engine with the Blue.maxx module.

Product: Blue.maxx 300



Product: Blue.maxx 300



Product: Blue.maxx 200



Application: Volvo Mack – Medium Duty Truck application

- > Integrated hand feed pump
- > High water separation over full service lifetime
- > With optional 12 V electric heater for low temperature environment operation

Application: Bladon – Micro Turbine – off-grid power supply

- > Integrated hand feed pump
- > Filter lifetime > 8000 h
- > Optimized for low fuel volume flow
- > Operational with various kinds of diesel fuels, kerosene, FAME, etc.

Application: Yanmar 4LV – marine application 150mhp – 250mhp

- > Typical customer branded filter cap painting design
- > Fire retardancy tested acc. to EN ISO 10088



Internal combustion engines will remain the main power plant for long haul trucks, off the grid heavy duty operation and marine application for quite a while before infrastructure and range issues can be resolved for electricity as power source. In order to do that, on this environmentally crippled earth, efforts to innovate for cleaner operation and higher efficiency must continue. Hengst wants to be part of this momentous effort and their Blue.maxx is one of many products which Hengst hopes to rejuvenate frequently to bring more ease of implementation to the customers and to offer more reasons to use Hengst for the good of the future generations.

**Product: Customized Blue.maxx**

Application: Fuel Service Centre (FSC) for MAN D15 engine for TGS and TGX(Euro 6D)

- > 5 stages filtration system
- > Mixing valve for cold temperature operation – no need for electric heater

Why Hengst's Blue.maxx is becoming successful with OE customer can be attributed to the following:

- > In-depth understanding of the fuel system and balancing of primary and secondary filter for equal service intervals
- > It offers state-of-the-art water separation under all conditions
- > High in-house production depth and content
- > Flexibility and modular nature of the construction set
- > Rated fire resistant acc. To DIN EN ISO 10088 for small marine application
- > Designed with environmental friendly material and ease of servicing
- > Long life filter with extended servicing interval under harsh conditions



Module variants

Basic equipment	H1201K03	H1202K03	H1301K01	H1301K03	H1302K01	H1302K03	H1451K01	H1451K03	H1452K01	H1452K03
Manual feed pump 	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Fuel heater 24V 		✓			✓	✓			✓	✓
Filter insert 10µm 			✓		✓		✓		✓	
Filter insert 30µm 	✓	✓		✓		✓		✓		✓

Adaptor set 1 for first mounting 	S1450K	S1450K	S1450K
Adaptor set 2 M14 to M16 	S1450K01	S1450K01	S1450K01
Water level sensor 	S1451K	S1451K	S1451K
<b>Service parts</b>			
Filter insert 10µm 	E1200KP01 D385	E1300KP01 D381	E1450KP01 D381
Filter insert 30µm 	E1200KP03 D385	E1300KP03 D381	E1450KP03 D381

### Hengst Beyond ICE

A major difference between internal combustion engines (ICE) and electric vehicles is the types and number of filters installed in a vehicle. Electric vehicles require fewer filters for fluid, such as fuel and lubricants, however, there is also a need for filters to ensure that electric vehicles perform in a safe and efficient manner. Hengst, looking ahead, is already offering specialised solutions for EVs, future-proofing the brand.

### Efficiency and Safety for Fuel Cells

Fuel cell systems represent a key technology for low-emission, sustainable mobility – especially in the commercial vehicle sector. Hengst is already working on novel filtration solutions in the OEM sector, and in Hanover it will be showcasing a range of innovations for safe operation at a high level of efficiency. One of the challenges of fuel cells is the solubility of ionic components in the coolant circuit. The Blue.iox ion exchanger recently developed by Hengst keeps the electrical conductivity of the coolant to a minimum and thus rules out any short-circuit effects.

Smart filtration technologies can also protect the core components of the fuel cell from gases and particles. Hengst has designed a cathode filter for this purpose, which separates sulfuric gases and ammonia in a particularly effective manner, thereby preventing damage to the catalyst and the fuel cell membrane.

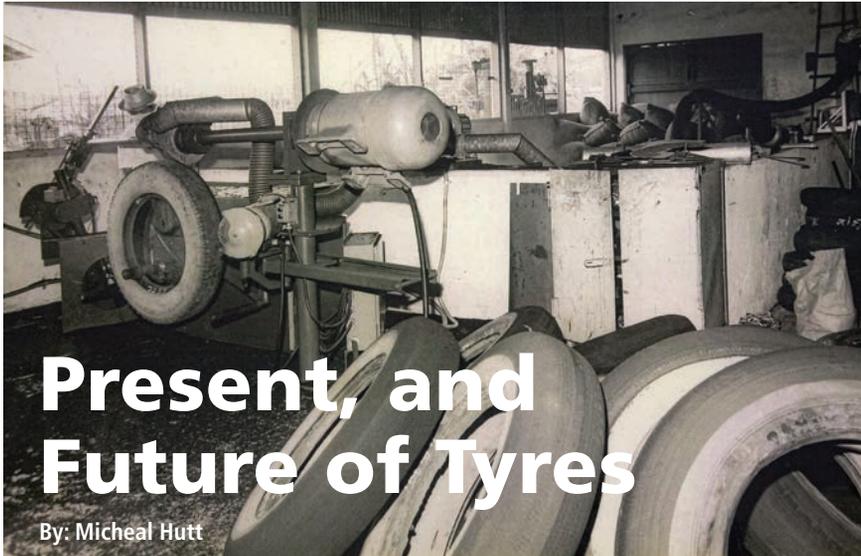
Effective water management is decisive in order to prevent fluid retention and thus secure smooth

long-term operation of the fuel cell. To meet this requirement, Hengst has created a new type of separator module for anode gas recirculation. Using an innovative valve system, this combines the functions of water-drop separation and gas discharge.

### Healthy air inside the vehicle

As well as filtration solutions for new drive concepts, Hengst is also an in-demand development partner for manufacturers when it comes to the vehicle interior. The Blue.ion electrified interior filter provides passengers with reliable protection against pollutants, allergens and odors. This new development utilizes a combination of ionization and polarization – which results in a high degree of separation at minimum installation size. 





# Present, and Future of Tyres

By: Micheal Hutt

**T**he tyre is a humble thing. Since almost the first tyre ever made, it's had one function, which has never changed. Keep a vehicle attached to the road and move forward. Its purpose is clearly defined, noble and essential. But that's not to say that times haven't changed.

The elements of what we know about tyres today were invented by some of the biggest names in the industry today. However, most had little to do with the companies named after them. Before the idea of a rubber, pneumatic tyre, people covered wheels in all sorts of things. Tire comes from the French 'attire', as in 'to dress a wheel'. Before rubber, people would use leather or various types of metal. A concept that seems absurd today, but when horses pulling things was the main form of transport, the wheel itself didn't need traction; it just needed to roll. The horse was the traction.

A combination of people gave us the concept of the tyre we still know today. Charles Macintosh (the guy who invented the raincoat) employed Thomas Hancock, who received a few 'samples' from a certain Mr Goodyear, worked out that he had managed to vulcanise rubber using sulphur and immediately patented the product. Charles Goodyear had nothing to do with the company that bears his name but is credited with being the first to vulcanise rubber and having his idea 'stolen' by Hancock. He died in debt 38 years before Goodyear the company was founded. Then came John Boyd Dunlop, another pioneer who retired before any company took his name. He is credited with being the first person to create a rubber tyre. Like Goodyear, he also had patent issues. The guy who invented the fountain pen, Robert William Thomson, had already patented the idea. Dunlop made little money from his invention or the later Dunlop company.

So the beginnings of the tyre were characterised by amazing people who were exceptionally unlucky. But after inception, the pace of change stepped up a gear. Initially, both Dunlop and the fledgling Michelin brothers made tyres for bicycles. The motor vehicle had been invented but was obscure then, so tyres were primarily designed for push bikes. The user's effort became a concern because the source of propulsion was on the vehicle itself (rather than through a horse). And metal tyres were exceptionally uncomfortable. The Michelin brothers are credited with developing the first removable tyre. Before that, tyres were glued to wheels. Improvement and progress seemed to be baked into the concept of the product. The tyre, something relatively simple in concept, was anything but simple when it came to developing new uses, new technology and improving performance over time. Something that hasn't stopped to this day. Before we look at the future, here is a summary of some of the changes we've seen since Dunlop rolled that first tyre across his backyard in 1889.

The first improvements came with use cases, as the number of moving vehicles exploded in the early 20th Century. We quickly went from bikes to carts to cars. We quickly moved from tube to tubeless (although adoption took longer to stick!), and mountable rims came along so anyone could fix a tyre. Additionally, grooves were introduced for improved traction, which Continental pioneered and used for Mercedes racing with devastating effects. The next raft of changes came from hardcore research and development related to the scientific elements of the product. Until 1910, tyres were predominantly white (rubber itself is white-ish, and



**Micheal Hutt, General Manager - Marketing & Business Development**

manu-facturers in the early days would add zinc oxide, making them pure white). BF Goodrich began adding carbon black to the compound, and the black ring was born. As a result of this one addition, tyres began to last longer and be much more robust. Some estimate carbon black alone increased tensile strength by over 1,000%. It also helps keep tyres from degrad-ing and protects against the ultraviolet effects of the sun while dispersing the heat build-up in the tyre itself due to friction (that's a whole different article!)

Then we jump to World War 2. The US at the time was using about half the supply of the world's rubber production, a supply that was about to be cut off. Luckily, BF Goodrich had already been working on synthetic rubber. Tyres these days use roughly 70% synthetic rubber, so this innovation has genuinely had a monumental impact on the whole industry. The US, at this point, was leading the way in tyre development and production, but the French had a trick up their sleeve... The radial tyre



was patented originally in 1914, but no product was ever made. It didn't become prominent until Michelin developed their version in 1946. They started using it for Citroën (which was owned by Michelin at the time). By 1952 we had radial truck tyres, too. In Europe, it took root due to superior handling and fuel-saving qualities. The US wasn't so quick on the uptake and, until the 1970s, was still heavily invested in bias tyres. In 1974, Goodyear re-tooled its factories to make radial tyres. This is often the decision credited with saving the company and making it the leader it is today. In the passenger car tyre market in 2022, radial tyres make up nearly 100% market share. Bias tyres are still heavily used for commercial vehicles as they can often make for a better driving experience on trailers. But as we've seen with tyre development, where bicycles lead, cars follow and then trucks!

This brings us up to date in terms of significant developments. Between 1970 and now, much work has gone into compound formulas, which manufacturers guard with their lives. Better tread patterns are developed yearly, but the vast initial leaps forward have slowed somewhat. But that seems to be changing in recent years. We now find ourselves asking three main questions regarding the future of tyres. One: is there a better material than rubber to make them? After all, rubber is a finite and increasingly expensive commodity and very difficult to dispose of responsibly and ethically. Two: is there a way we can make tyres without the need for air? A tyre needs air, meaning it needs constant care. It always has been and always will be the weakest aspect of a tyre. Three: what can we do with existing tyre technology to make it more sustainable that doesn't involve inventing new products in the meantime?

We'll take the last point first. Tyres have become increasingly wasteful. Buying a quality tyre, looking after it, retreading it and eking out every bit of value is long gone. Tyres today are often a one-use product. The commercial vehicle sector has become frivolous in its use of poor-quality products that don't last and are disagreed after a short period. The effort to develop excellent compounds and constructions is almost going backwards as fleets shun good quality and longevity in favour of low prices and hyper-consumption. Retreading is on a decline while other industries are all looking for a green solution should be a massive concern for the tyre industry, especially for commercial tyre users. But it isn't. The following logical conclusion to 'what can be done now' is that we recycle tyres. But this isn't a consistent practice across the globe. Again, the quality issue means cheap tyres often produce poor-quality reusable materials. Implementing technology to maintain and manage a fleet's tyres is also a source of disappointment. Higher upfront costs deter operators from making long-term savings, resorting to the cheapest option at the point of purchase and ignoring long-term value. There is progress in the areas of reuse and technology, but it's slow.

Luckily, the great minds across the tyre industry are busy exploring alternatives to address points two and three, looking to create a more sustainable future for the industry. This could lead to the next massive leaps to match the early days of tyre development.

The NASA Superelastic Tire was developed alongside Goodyear for Moon and Mars missions. It is "composed of shape memory alloys that can withstand strain and excessive deformation without permanent damage". If workable, it could prove an exciting proposition on terra firma. Goodyear is also working on a more traditional rubber-banded but airless tyre with Lockheed Martin and General Motors for other lunar missions. If either could translate to the road, it would be a great move forward in tyre tech. Taking things a step further into the world of the unknown is another Goodyear



product, The Oxygene tyre. This is "filled with living moss that absorbs moisture from the road, before converting it into oxygen through photosynthesis." It sounds too good to be true! Expect lower rolling temperatures and some real green credentials if they can pull this off.

Michelin's VISION tyres are a bit closer to reality and potential use. VISION is an intelligent tyre and airless, manufactured from bio-sourced and recycled materials. Its first iteration will launch in 2024 in partnership with General Motors. It's a passenger car tyre, but as we've seen, where PCR leads, TBR follows. For a more 'out there' future tyre, their next generation VISION tyre will be a 3D printed, completely bio-sourced tyre made from biodegradable materials, including natural rubber, bamboo, paper, tin cans, wood, electronic and plastic waste, hay, tire chips, used metals, cloth, cardboard, molasses, and orange zest. That's a direct quote, not something I just made up. An added benefit is that this tyre can be 'recharged' through additional 3D printing.

Continental is taking the bio-sourced mantra to the next level, looking at a tyre made of a rubber-like substance harvested from Russian Dandelions. So, advances seem to be related to the right three key areas, air, material, and external tech (3D printing, IoT etc.) The one question left is, where are the floating cars we were all promised in Back to the future? That would solve all our issues! **F**



## Mitsubishi Fuso Next Generation All- electric LDT 'eCanter'

Since its launch in 2017 as the first series-produced all-electric light-duty truck in Japan, the pioneering vehicle has also been running in Europe, North America, Australia, and New Zealand. With 5 years of operational experience, MFTBC has developed the Next Generation eCanter, which addresses even more diverse logistics needs with a significantly expanded vehicle line-up.

MFTBC has adopted the eAxle in the Next Generation eCanter, integrating the motor with the rear axle and allowing for a more compact drivetrain structure. With these structural changes, a significant expansion of the product line-up was made possible. The Next Generation eCanter line-up includes 28 variants for the Japanese market and approximately 80 variants for overseas markets to address a wider range of logistics needs.

With the Next Generation eCanter, MFTBC is introducing a new modular concept for the batteries. The vehicle can house one to three batteries, based on the wheelbase. The vehicles equipped with a single battery with a rated capacity of 41 kWh can drive approximately 80 km on one charge, while those with two batteries can be driven for approximately 140 km, and those with three batteries around 200 km.





The new model is also equipped with the “ePTO” power take-off unit which enables special purpose applications for customers wishing to operate their eCANTER with a tipper, rear crane, or climatecontrolled van body, among other various options.

As a frontrunner in the electrification of vehicles and carbon neutral transportation, MFTBC will offer the following to customers considering an eCANTER: charger and installation services, zero emission solutions, eConsulting services, battery life cycle management, eDigital services and eCustomer service. **F**





## Enhancing Road Safety Through Use of Technology

Taking the initiative, MIROS with support from PLUS Malaysia, the largest highway concessionaire in Malaysia and South East Asia organised an event to share about how technology can enhance road safety with owners and operators of small fleets.

MIROS and PLUS held its inaugural Heavy Vehicle Technology and Safety Conference (HEVTEC) 2022, at Persada PLUS on 17 August 2022. In attendance were over 100 owners and operators of small trucks fleets. According to the organiser, emphasis was on small businesses as they would likely benefit the most from the program as there are significant improvements to be made in operations that typically don't have dedicated staff dealing with business process improvements.

When looking at road safety, one can learn from other countries, especially bigger ones, as they can generate transferable data and insights. Speaking at HEVTEC was Dr Richard Hanowski, Director, Division of Freight, Transit, and Heavy Vehicle Safety at Virginia Tech Transportation Institute, USA. Having researched road safety issues for the past 30 years, the focus of his presentation was "How unsafe fleets can become safe ones."

What is important to note is that although there are cultural, technological and legal differences between the US and Malaysia, most of the underlying principles and problems are identical. Starting off by quoting that one should not learn by accident but from the accidents experienced by others, he reminded everyone that one does not have to make the same mistakes as a lot of issues affect fleets regardless of size or country.

Hanowski notes that, despite the availability of advanced driver assistance systems (ADAS), enhanced technology and better trucks, the number of accidents and incidents is still increasing. "Although we are looking at driver behaviour and errors, I do not believe that it is purely the driver that can be faulted for all the incidents." Research conducted at Virginia Tech's Transportation Institute is based on the idea of gathering data from real live situations. In practical terms, this means that there are hundreds of trucks equipped with cameras inside the cab, showing what the working conditions of a trucker really are. In his view, this approach is much better suited to evaluate an incident or accident as a police report alone would not be sufficient to gather data. For instance, a driver might be experienced, yet cause an accident if s/he is not driving according to the conditions: a simple example is a wet road, which needs the driver to drive

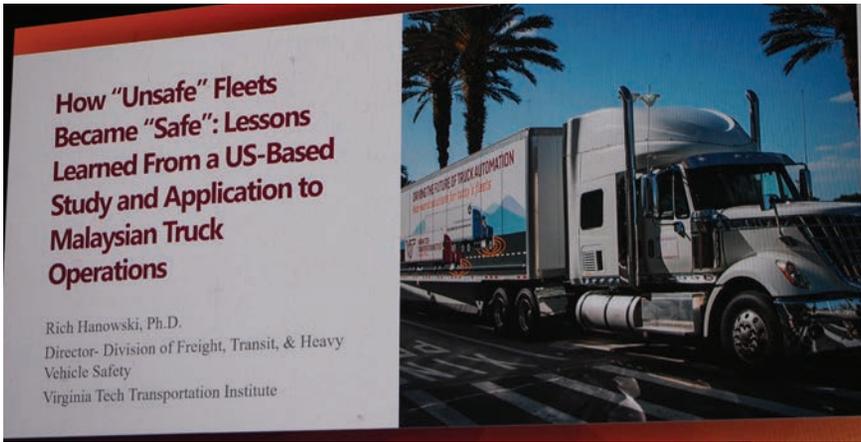
in a different manner than if it were dry. "Someone may not be speeding but could be too fast for the specific condition at that time."

"Sometimes, the way data is gathered may indicate that certain behaviour is dangerous. However, we need to really analyse what causes accidents," Hanowski says. For example, when talking on a phone, it may not be that act of talking itself, but the handling of the phone, texting or reading. The highest risk is whenever a driver takes his / her eyes off the road ahead. Therefore, some activities inside the cab bear a higher risk than others.

In order to enhance road safety, Hanowski's research found that the most important driver for the improvement of a safety record is the management of the transportation company. Stemming from there, a company needs to address the question on who they hire, how they hire, when and what to train drivers on and in which way drivers should be rewarded for safe behaviour on the road. A safety culture will only be cultivated if all departments, from dispatch to route planning work together in order to make the operation as safe as it can possibly be. As a culture can be defined as the shared believe in common values, a business owner putting safety first will attract a workforce that will value and practice safety.

Adding to a safety culture then is safety technology. What Virginia Tech found is that it is not necessarily the use of the most advanced technology, but the use of any technology that is able to enhance the safety record of a company. Once the mindset





installing technology that prevents the driver from falling asleep as that would weed out one of the main causes of accidents. As such, Hanowski believes that any solution found in the US would work equally well in Malaysia.

One type of accidents that seem to be unique to Malaysia though are rear-end collisions with trucks stopped in the emergency lanes. In the case of a motorbike hitting the rear of a parked truck, it is typically a severe accident or fatality. What needs to be analysed though is what the root cause of this is. It could be a case of the emergency lane not being wide enough or the way the truck is secured. Here again, technology can help to reduce the number of accidents.

Whatever the reason for these accidents might be, fleet owners are urged to actively participate in the improvement of road safety. With a mindset change, this can be achieved. When fleet owners view their drivers as the most important cargo, aiming to get this crucial asset home safely at the end of the day, every day, the track record of the company and country will significantly improve. **f**

has been instilled to create a safety culture, any additional technological advancement will continually enhance the conditions. Hanowski is expecting that, for instance, automated emergency braking will be mandated as a legal requirement in the US very soon. Packaged with other ADAS, commercial vehicles are getting smarter in addressing the shortcomings in the operation. Those that are still sitting on the fence about installing additional technology on their trucks will rejoice when hearing that Virginia Tech and MIROS are thinking about making a ROI Calculator publicly available in

the near future. Until the country-specific calculator is available, fleet owners are encouraged to trial the one currently available for the US market to get an idea of the savings that could be achieved.

In Malaysia, the most common causes of accident between 2002 and 2011 are risky driving, speeding and fatigue. Although worlds apart geographically, the same issues are found in the US and linking this to human behaviour, it can be expected that in most countries the exact same problems occur. Knowing this, it would be easy to see the benefit of



## E-MOBILITY BATTERY SYSTEMS

With over 90 years of automotive expertise and a sustainable vision, Webasto has developed a modular, scalable battery system perfect for a wide variety of applications. Our high-quality, high-performance and high-safety battery products enable a secure and long-term investment into a green mobility.

- CV Standard Battery
- eBTM Thermal Management
- Durable Battery System & Robust Housing
- Modular and Scalable Plug & Play Solution
- Reliable and Experienced Partner
- VIG Vehicle Interface Box
- Homologated to ECE R100, ECE R10
- One Battery System for many applications > Flexible Installation
- VIG Vehicle Interface Gateway



# DAF's XD Series Wins the 2023 International Truck of the Year Award

**D**AF's XD series has been elected International Truck of the Year 2023 by a jury of 24 commercial vehicle editors and senior journalists representing 24 major trucking magazines throughout Europe.

Harald Seidel, President of DAF Trucks, was presented with the prestigious award during the IAA Transportation's press day in Hanover, Germany.

With a winning score of 134 votes, the Dutch truck manufacturer's distribution series fought off tough challenges from Scania's new Super long-haul driveline range and Mercedes-Benz's heavy-duty Actros, equipped with the 3rd-generation OM 471 engine.

Based on the International Truck of the Year (IToY) rules, the annual award goes to the truck introduced into the market in the previous 12 months, making the most significant contribution to road transport efficiency. This judgment relies on several critical criteria, including technological innovation, comfort, safety, driveability, fuel economy, environmental 'footprint,' and Total Cost of Ownership (TCO).

With the same DNA as the new generation heavy-duty XF, XG, and XG+ models, DAF's XD has taken full advantage of the EU's new masses and dimensions regulations.

The result is a truck range that dramatically improves direct visibility (a key factor for distribution vehicles), internal cab space, aerodynamics, fuel efficiency, active and passive safety, and driver comfort.

During recently test drives in the Netherlands, the IToY journalists appreciated the driving position and the all-round enhanced visibility provided by a large, curved windscreen, side windows with low beltlines, and the kerb-view window.

These features - along with the optional digital vision system that replaces the traditional rear view mirrors and the corner view mirror - improve the safety of vulnerable road users along congested urban roads.

The IToY journalists also praised the performance of the new, highly efficient powertrain, which is based on the inline-six Paccar MX-11 engine, coupled with the ZF TraXon automated gearbox with advanced predictive features.

Summing up the jury vote, International Truck of the Year Chairman Gianenrico Griffini commented: "With the introduction of the new XD series, DAF has delivered a state-of-the-art distribution truck family that sets a new benchmark in the automotive industry. Moreover, the new XD is also a suitable platform for the coming generation of battery electric vehicles (BEVs), to be introduced at the IAA Transportation".

## About the International Truck of the Year

The International Truck of the Year (IToY) award was initially launched in 1977 by the British journalist and legendary editor of TRUCK magazine Pat Kennett. Today, the 24 jury members represent leading commercial vehicle magazines throughout Europe. Moreover, in the last few years, the IToY Group has extended its sphere of influence by appointing 'associate members in the growing truck markets of China, India, South Africa, Australia, Brazil, Japan, Iran, New Zealand, Israel, and Malaysia. Altogether, the combined truck operator readership of the 24 IToY full-jury members' magazines and those of its 10 associate members exceeds 1 100 000.

## About Dekra

The IToY group would like to thank Dekra for independently collating all the IToY jury members' votes and certifying the final result. Dekra's history begins with the automobile. In 1925, the Deutsche Kraftfahrzeug-Überwachungs-Verein e.V. was founded in Berlin to ensure the road safety of rapidly developing mobility. Today, Dekra's eight Service Divisions - Vehicle Inspection, Claims & Expertise, Product Testing, Industrial Inspection, Consulting, Audits, Training, and Temp Work - offer a broad service portfolio. This portfolio focuses on safety on the road, at work, and home on five continents and 60 countries worldwide. Dekra has around 44 000 employees and generates a turnover of about 3.4 billion euros.

Asian Trucker is a TToY Associate Member. 

# Is Electrification Endangering the Profession of Technicians?

In a recent news piece, I read that workshop owners in Singapore are worried about their future as electric cars are taking over the roads. Their angst stems from the fact that electric vehicles have fewer parts, parts that are not repaired but replaced, don't need engine oil for instance and generally have less to service and maintain.

All of the technical facts are certainly right, but that does not mean that we will need fewer workshops. Certainly not for trucks. I would opine that we need even more workshops and with that more technicians in them. My opinion is based on a few facts: one is the fact that there is an ever-increasing demand for commercial vehicles. Last mile transportation is here to stay and the need for this kind of connectivity will continue to drive the production of more vehicles. Secondly, we are seeing a much more pronounced and differentiated type of vehicle for many applications. This means that the width and depth of the product portfolio of the OEMs is growing. With such an increased differentiation of the vehicles, we need experts that can accurately identify issues pertaining to a small but specific range of trucks.

Another aspect is the fact that the lifespan of a truck is up to 15 years. We would need to be able to service these vehicles for a while longer before they will eventually be all replaced with electric vehicles. When operators purchased these vehicles, say five years ago, they made that decision based on their amortisation plans that would see the vehicles on the road for a while longer. Lastly, electric vehicles might not be suitable for all missions. It can be expected that the good ole Diesel engine will still serve a purpose for a long time.

Thus far, I have yet to see anyone address the fact that electromobility is currently an ecosystem. It is not just the trucks, but the combination of the charging infrastructure and the vehicle. A technician may not just focus on the vehicle but may also need to be well versed in the issues pertaining to the charging stations. Speaking of which, there is also a variety of that: in-road induction charging, in-depot charging and tram-like overhead lines are just three methods that come to mind immediately. As these are being upgraded, changed and fixed, the vehicles will also be impacted by what happens to the chargers.

Maybe parents and the general public is not aware of the many opportunities that a career in the workshop environment offers. Working one's way up, a young person may start as a technician, but then there are many opportunities that can form a long and exciting career. Workshops need supervisors, part specialists and trainers that can guide the next generation of technicians. Especially with electrification, we would need a different training curriculum and maybe a different type of technicians.



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Some of the owners or bosses of transport companies tell me that they have been starting out working in workshops (or as drivers) as well. According to them, there is no better way to understand the industry and the needs of the drivers, the demands of the industry. Which is another good reason why we need more technicians. With all the above, there is bound to be an increased need for staff in research and development. With profound knowledge gained in the workshop, these are the most qualified (perhaps) to design and develop the next generation of transport solutions. And with the turbo-charged demand for goods to be delivered faster, in smaller SKUs and to more remote locations, we would need to ensure that there are sufficient smart brains to funnel their ideas into these solutions.

With all the excitement and opportunities in workshops, do you think it is too late for me for a career change? **T**

# The World's Largest Service Market Competition has been Settled

More than 16,000 technicians in some 4500 teams from Volvo Trucks and Volvo Buses' global dealer network, have participated in this year's VISTA championship – a global event that was first run already in 1957.

The main objectives with the VISTA competition are to encourage competence development and to build team spirit and pride. Highly skilled and motivated technicians enable Volvo Trucks workshops to carry out fault diagnosis and fix trucks' problems 'right first time', in a timely manner and to high quality standards. These skills are key in helping customers achieve maximum uptime for their trucks. In the end, this leads to improved customer service.

In the finals held in Gothenburg, 43 teams of technicians and service market staff competed for two days to complete six stations, on topics including CAN Link fault-tracing, I-Shift and bodywork.

Top 3 teams in VISTA World Championship 2022: 

<b>Team:</b>	<b>Country:</b>
Kiired Insenerid	Estonia
Titan	Denmark
SWISSTA	Switzerland



# Shell Rimula Gala Dinner Returns to Celebrate Customers



Shell Malaysia Trading Sdn Bhd celebrated the trust and loyalty of its Shell Rimula customers at its first physical gathering post pandemic at Sibul, Sarawak, recently.

More than 370 distributors and customers were feted at the 2022 Shell Rimula Gala Dinner for their passion and unwavering support, which has made Shell Rimula the No 1 heavy-duty diesel engine oil (HDDEO) brand in Malaysia.

Echoing the event's "Kembali Berjuang" rallying cry to unite and come back stronger together, Shell Lubricants General Manager – Malaysia & Singapore, Nyon Kam Yew expressed confidence that Shell Rimula would emerge stronger

than ever despite the tough business environment.

As the leading global supplier of lubricants in the world for the past 15 consecutive years, Shell has demonstrated a clear understanding of the needs of its customers, while emphasising on efficient cost management and environmental sustainability, which are key critical success factors.

"The current Shell Rimula portfolio of HDDEOs in Malaysia such as the fully synthetic R6 LM and synthetic technology R5 LE are designed to offer longer oil drain intervals, and better fuel economy. The launch of the new Shell Rimula R4 Plus synthetic technology engine oil in August 2021 was well received by the market and helped double sales of Shell's premium lubricants," Nyon said.

At the 2022 Shell Rimula Gala Dinner, satisfied customers paid tribute to the brand for offering a wide range of quality lubricants with strong after sales and technical support. 

## Cummins Inc Confirmed its Commitment at IAA to Playing a Major Role in the Hydrogen Economy as Part of its Destination Zero Initiative

As a result of acquisitions and investment, Cummins is focusing on three key areas for hydrogen: the production of green hydrogen, the management and transportation of hydrogen, and the application of hydrogen in engines and fuel cells.

Green hydrogen is produced using electrolysis to turn sustainable power (wind, solar, hydro) into hydrogen with zero carbon dioxide emissions. As announced in May 2021, Cummins is establishing a new Proton Exchange Membrane (PEM) electrolyser plant in Spain that will house system assembly and testing for approximately 500 MW/year and will be scalable to more than 1 GW/year. Cummins is investing in this technology, with over 600 electrolysers deployed globally in 100 countries.

On-board storage is a critical component of hydrogen power. Hydrogen needs to be compressed into the available space to store enough to meet vehicle duty cycle requirements. Cummins has a joint venture with NPROXX, a world leader in high pressure hydrogen storage for both stationary and mobile applications, to support the OEM integration process.



NPROXX hydrogen tanks were fitted to the medium-duty delivery concept vehicle on Cummins stand at IAA. The truck is powered by Cummins' 216 kW B6.7H hydrogen engine and paired with a 700-bar pressure high-capacity hydrogen storage system, enabling a potential operating range of up to 500 kilometres. **F**

## VDA President Hildegard Müller: "IAA TRANSPORTATION is Breaking New Ground"

IAA TRANSPORTATION concluded in Hanover – The leading international platform for transport and logistics with 1.402 exhibitors from 42 countries – the new concept covered the entire spectrum of transport and logistics – latest innovations were presented live on site

VDA President Hildegard Müller together with Lower Saxony's Prime Minister Stephan Weil and the Lord Mayor of Hanover, Belit Onay, opened IAA TRANSPORTATION in Hanover. IAA TRANSPORTATION was being held from September 20th to 25th at Deutsche Messe's exhibition center in Hanover under the "People and Goods on the Move" slogan. The IAA TRANSPORTATION concept has been further developed and partially reinvented, and it now covers the entire transport and logistics spectrum.

"It is impossible to imagine our everyday lives and a high-performance economy without commercial vehicles", explained VDA President Hildegard Müller at the opening. "IAA TRANSPORTATION will showcase the industry's innovative and sustainable solutions, which are already making an enormous contribution to climate protection, and it will also provide interesting outlooks into the future of transport and logistics".



"This year we are breaking new ground with our new IAA TRANSPORTATION concept and creating a holistic approach. The aim and main theme here is to be the first international platform in the transport sector to focus on the technological transformation that the entire transport and logistics sector is undergoing towards emission-free mobility for goods and people. We have deliberately created an open platform for all those involved in transport and it also provides plenty of room for new players and perspectives. **F**

## Hydrogen Cost-parity with Diesel Cut by up to Eight Years with New Loop Energy Fuel Cell

Loop Energy, a designer and manufacturer of hydrogen fuel cells for commercial mobility, unveiled its landmark 120 kW fuel cell system at IAA Transportation 2022 in Hannover, Germany.

The announcement marks a milestone for Loop Energy as it believes this new product is a significant achievement in advancing the global hydrogen industry and the transition of commercial transport industries by achieving fuel cost parity with diesel by up to eight years earlier than previously possible.

The 120 kW fuel cell system, the S1200, builds on Loop Energy's existing technology, to provide an additional efficiency gain of 20 percent when it generates electricity. The S1200 is designed to deliver up to 60 percent in net system efficiency. This efficiency enables an electric vehicle powered by a Loop Energy fuel cell to deliver up to 54 percent fuel to wheel efficiency compared to the typical fuel to wheel efficiency delivered by a diesel engine powered vehicle of 20 percent to 25 percent.

Loop Energy believes the S1200 and its next-generation technology will significantly benefit commercial vehicle manufacturers, fleet operators



and associated industries, as well as the global clean energy transition as governments seek to reach net zero emissions by 2050.

Loop Energy has achieved this efficiency gain because of its patented eFlow™ fuel cell architecture. Specifically, Loop Energy uses a signature trapezoid plate with narrowing channels for its bipolar plates, which increases gas velocity down the plate to deliver superior performance for fuel efficiency, and power output. **F**

## Nikola and IVECO Begin Taking Orders for Nikola Tre BEV Heavy-Duty Truck

Nikola Corporation, a global leader in zero-emissions transportation and energy infrastructure solutions, began a new era in zero-emissions transport with their partner IVECO, the commercial vehicle brand of Iveco Group, at the IAA Transportation 2022 today. The companies commercially launched the European Nikola Tre battery-electric vehicle (BEV) and unveiled the European Nikola Tre fuel cell electric vehicle (FCEV) beta version. The two vehicles were presented at a press conference on the Nikola and IVECO main stage, where they are on display. **V**

The European 4x2 Artic version of the Nikola Tre BEV is a zero-emissions heavy-duty truck with the best-in-class range of up to 530 km and the performance to complete a wide range of regional missions. The European Nikola Tre FCEV in beta version also made its debut, offering a glimpse of the soon-to-come electric propulsion semi-truck for long hauling, and is expected to launch in the second half of 2023 in North America and first half of 2024 in Europe.

The European Nikola Tre BEV is produced by the Nikola IVECO Europe joint venture in its dedicated manufacturing plant in Ulm, Germany. The facility, inaugurated in 2021, features a final assembly process specifically designed for electric vehicles and operates to world-class manufacturing standards.

Nikola and IVECO announced the official opening of orders for the European 4x2 Artic version of the Nikola Tre BEV. The vehicle, which has a wheelbase of 4 021 mm, features nine batteries with a total energy storage up to 738 kWh, which delivers a range of up to 530 km. An 80 percent charge takes an estimated 100 minutes at 350 kW. With 480 kW continuous power of the FPT Industrial e-Axle, the truck has the power, torque and range to perform applications such as hub-to-hub deliveries and regional hauling – and its mileage can be extended with opportunity charging. **F**



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